





Triple concerto by DOMINIC GILE

he London Philharmonic... the triple concerto is not... the triple concerto is not... the triple concerto is not...



Ghita Nörby, Olaf Nussing, Erik Mörk

No Man's Land by B. A. YOUNG

great to see John Gielgud... No Man's Land... No Man's Land... No Man's Land...

Craig Sheppard by MAX LOPPERT

It was the fault of... Craig Sheppard... Craig Sheppard... Craig Sheppard...

A gent's lament by KEVIN HENRIQUES

This and 109... A gent's lament... A gent's lament... A gent's lament...

New awards for books

The Arts Council and the... New awards for books... New awards for books... New awards for books...

How Mr Cube Added Value to 1976

See page 20 in this paper... How Mr Cube Added Value to 1976... How Mr Cube Added Value to 1976...

Julius Caesar by RONALD CRICHTON

The Barber Institute of Fine Arts... Julius Caesar... Julius Caesar... Julius Caesar...

The Poetic Ecstasy by OSSIA TRILLING

Whether by accident or design... The Poetic Ecstasy... The Poetic Ecstasy... The Poetic Ecstasy...

The Entertainment Guide is on Page 12

The Island

In this long one-act play... The Island... The Island... The Island...

Emilia Fadini by RONALD CRICHTON

Emilia Fadini, who gave an... Emilia Fadini... Emilia Fadini... Emilia Fadini...

MITSUBISHI BANK Condensed Balance Sheet As of September 30, 1976. Assets: Cash and Due from Banks, Call Loans, Securities, Loans and Bills Discounted, Foreign Exchanges, Domestic Exchange Settlement a/c, Dr., Bank Premises and Real Estate, Other Assets. Liabilities: Deposits, Call Money, Borrowed Money, Foreign Exchanges, Domestic Exchange Settlement a/c, Cr., Accrued Expenses, Unearned Income, Other Liabilities, Reserve for Possible Loan Losses, Reserve for Retirement Allowances, Other Reserves, Acceptances and Guarantees, Capital (paid-up), Legal Reserve, Other Surplus.

Appeal for Winchester theatre

Peter Cadbury, head of West... Appeal for Winchester theatre... Appeal for Winchester theatre... Appeal for Winchester theatre...

OVERSEAS NEWS

Low targets for industry exceeded in USSR

By David Satter
MOSCOW, Jan. 23. SOVIET industrial production in 1976 rose 4.8 per cent, a slightly higher rate than that called for in the annual plan...

PLO IN MAJOR POLICY SWITCH

Guerillas to open talks with Hussein

By OUR FOREIGN STAFF

IN A MAJOR change of policy the PLO has decided to open talks with King Hussein of Jordan in an effort to heal the split between them...

J.P. supports Indian Opposition

BY DAVID HOUSEGO, ASIA CORRESPONDENT

JAYAPRAKASH Narayan, the veteran Indian politician, today lent his moral stature to the Opposition against Mrs. Indira Gandhi...

He said that in Delhi and in many parts of the country the poor have been living in constant fear of being rounded up like animals...

Fatal parcel bomb posted in Botswana

A PARCEL bomb which killed leading Rhodesian African Nationalist Mr. Jason Moyo here on Saturday was posted from Botswana, according to Nationalist sources...

Chirac's power bid challenged

By David Curry

PARIS, Jan. 23. M. MICHEL D'ORNANO, candidate for Mayor of Paris and supporter of President Giscard...

Egypt to seek Arab oil funds

BY MICHAEL TINGAY

CAIRO, Jan. 23. DR. ABDUL MONEM El Eissa, Egypt's Deputy Prime Minister and Minister for Economic Affairs...

He said that in many parts of the country the poor have been living in constant fear of being rounded up like animals...

Saudis welcome Giscard

BY OUR OWN CORRESPONDENT

JEDDAH, Jan. 23. In 1975 the French provided 4.2 per cent of all Saudi imports a contribution worth about \$200m...

Danish poll set for mid February

BY HILARY BARNES

DENMARK goes to the polls on February 15 for its third Parliamentary election in 38 months. Prime Minister Anker Joergensen...

These would cover higher productivity, greater worker mobility, a reduced level of absenteeism, adjustments in position rates and a cutback in the number of public holidays...

Anglicans to open schools to all races

The Anglican Church in South Africa has announced that it plans to follow the Roman Catholics in opening up its white schools to children of all races...

Islands defy Lisbon

The 20 per cent increase in petrol prices decreed by Portugal's minority Socialist Government...

Israeli initiative

Arish "Livia" Eliav, former Secretary General of the Israeli Labour Party and now member of a two-man faction in the Knesset...

Ganges dispute

The latest ministerial talks in New Delhi to resolve the long-standing dispute between India and Bangladesh on the sharing of the Ganges River...

BANKING APPOINTMENTS

Jonathan Wren & Co Ltd. The personnel consultancy dealing exclusively with the banking profession. CORPORATE FINANCE TO £10,000...

GENERAL APPOINTMENTS

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COMPANY NOTICES

PECHINEE UGINE KUHMANN INTERNATIONAL N.V. Company registered in the Netherlands under Dutch law with a capital of 100,000,000 Dutch guilders...

BANQUE NATIONALE DE PARIS

Floating rate note issue of \$US 70 million - January 1977/1983. The rate of interest applicable for the six-month period beginning 21st January 1977...

PUBLIC NOTICES

INDUSTRIAL AND PROVIDENT SOCIETIES ACT. NOTICE is hereby given that the annual meeting of the Industrial and Provident Society of the City of London...

EDUCATIONAL

Read for the Stock Exchange exams AT HOME. These examinations are no longer restricted to employees of members of the Stock Exchange...

Italy optimistic on IMF loan approval

BY DOMINICK J. COYLE

ROME, Jan. 23. THE ITALIAN Government expects the long-delayed \$300m loan drawing by Italy from the International Monetary Fund (IMF)...

These would cover higher productivity, greater worker mobility, a reduced level of absenteeism, adjustments in position rates and a cutback in the number of public holidays...

Scandinavian Bank Limited. Extract from Audited Consolidated Statement of Accounts 31st December 1976. 1976 1975. Authorised Capital 25,000 25,000...

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Metropolitan College. Own home you can purchase a carefully graded course of study that has been officially recognised by the Stock Exchange...

Scandinavian Bank Limited. 36 Leadenhall Street, London EC3A 1BH. Telephone: 01-709 0565. Telex: 883221 Scanbank.

WORLD TRADE NEWS

£100m. expansion at petrochemical plant

BY K. K. SHARMA NEW DELHI, Jan. 22. A giant 3.8bn. rupee (£230m.) petrochemical complex...

Computer plan for imports

HM CUSTOMS and Excise are well advanced with plans for the introduction of a computer-based import control system...

Britain's exporters make big impact on booming South Korean market

BY DOUGLAS RAMSEY SEUL, Jan. 23. A BRITISH EXHIBITION of gauges and precision tools ended here yesterday...

U.K. will be exporting £86m. and £24m. worth of petrochemical plant respectively...

ASEAN in new agreement

MANILA, Jan. 23. THE ASSOCIATION of South-East Asian Nations (ASEAN) economic ministers approved Saturday the draft basic agreement on the setting up of the so-called ASEAN preferential trading arrangements...

Fewer Japanese cars are imported by Australia

BY KENNETH RANDALL CANBERRA, Jan. 23. AUSTRALIAN IMPORTS of cars were virtually static in December 1976, only 31 fewer than in November...

More German beer

By Kenneth Gouding A FORECAST that the U.K. will become the biggest importer of West German beers by 1978...

Soviet rubber material deal

BY RHYS DAVID, CHEMICALS CORRESPONDENT International Synthetic Rubber signed a long-term agreement with the USSR...

World Economic Indicators

Table with columns: RETAIL PRICE INDICES, Dec. 76, Nov. 76, Oct. 76, Dec. 75, Change on year earlier, Index Base Year. Rows include Germany, Italy, etc.

Cut 5% to 20% off your electricity bill

A Ferranti Maximum Demand Alarm gives you warning of impending excessive demand and enables you to avoid the high tariff penalties imposed when you cross your maximum demand threshold...

NOTICE TO THE HOLDERS OF Y.S. LINE (CAYMAN) LTD. 9 1/2 per cent. Guaranteed Notes 1980

Why you're much better off when you arrive in New York with TWA.

Advertisement for TWA featuring an image of a plane and numbered steps: 1. After landing you leave the aircraft through a covered bridge... 2. Inside the terminal you get straight onto the escalator... 3. You pass through immigration faster... 4. When you pass immigration, chances are you'll find your luggage waiting for you... 5. Exclusive customs channels for TWA passengers... 6. Through to the main hall on the moving pavement... 7. Going on somewhere... 8. Going into town...

J.P. ...

HOME NEWS

Battle to-morrow over proportional representation

BY RICHARD EVANS, LOBBY EDITOR
The Parliamentary battle over attempts to introduce a form of proportional representation into elections for the proposed Scottish and Welsh Assemblies will be launched in the Commons to-morrow when MPs continue the committee stage of the devolution Bill.

Opposition

It has been noticeable in recent weeks how the fierce opposition displayed by Mrs. Thatcher, the Conservative leader, to PR has become muted because of the strength of support in favour of a new system among Tory peers.

Ford raises car prices by average of 6.8%

BY TERRY DODSWORTH, MOTOR INDUSTRY CORRESPONDENT

FORD U.K. triggered off a new round of car price rises yesterday with an increase which almost certainly means that its cheapest vehicle, the Escort Popular two-door, will cost more than £2,000 later this year.

Powell charge 'could do harm'

PROSECUTING Mr. Enoch Powell for his "civil war" speech could make race relations worse, said Mr. Pratul Patel, secretary of the Committee of U.K. Citizenship, yesterday.

Industrial chemical may menace health

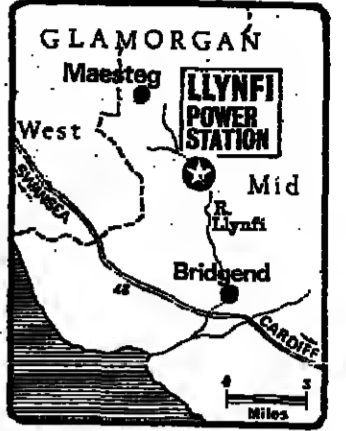
By David Fishlock, Science Editor

FEARS that another important industrial chemical could be toxic to workers exposed to traces over long periods have been raised by the results of a study of acrylonitrile monomer.

Babcock backs plan to generate power from waste

BY MICHAEL CASSELL

THE GOVERNMENT is being urged to persuade Mid-Glamorgan County Council not to drop plans for the conversion of a redundant power station into a waste-receiving plant which would also produce electricity for South Wales.



The move comes from Babcock Product Engineering, a member of the Babcock and Wilcox group, which claims that the plan would provide up to 60 MW of electrical power for industry in South Wales and also help to solve some of the region's pollution problems.

Mr. D. J. Fairclough, managing director of Babcock Product Engineering, said at the weekend that the company had been discussing with the county council for about a year proposals to change the old Central Electricity Generating Board's Llynfi power station into a waste converter.

The company had already agreed to finance a £50,000 detailed feasibility study of the scheme because of its "fundamental attractions" but was not prepared to continue without the full support of all the parties involved.

The capital cost of the scheme could be up to £2m, but under the company's proposals this would not fall on the local authority.

Problems

Mr. Fairclough continued: "In November, the district and county councils involved decided they did not wish us to proceed with the study, nor to listen to our representatives who had been invited to discuss the scheme."

"We understand that certain members wish to see the power station removed and the valley returned to its original state."

"The waste converter should be capable of generating 45-60 megawatts of power and, of increasing importance, it would enable valuable materials to be recycled back to local industries."

"At present, all the waste from this area is being tipped into the ground or on to the fore-shore creating environmental problems."

Hepatitis B important source of liver disease

BY DAVID FISHLOCK, SCIENCE EDITOR

ONE FORM of hepatitis may have been more notifiable since 1968, responsible for more chronic liver disease in Britain than Hepatitis A, although more common, has a relatively low fatality rate and does not lead to chronic liver damage.

The study finds that at least one person in 400 may be a carrier of the hepatitis B virus, formerly known as serum hepatitis, which can cause a serious form of "yellow jaundice."

It concludes that there may be an economic as well as a medical case for improving control of the virus to lessen the burden of chronic ill-health in later life.

If so, it suggests three lines of research: better ways of identifying the disease; a vaccine for high-risk groups of people; and a way of controlling the carriers, which can be transmitted by mosquitoes.

The report distinguishes between diseases known as hepatitis A (formerly infectious hepatitis) and hepatitis B, which may die from the disease. Although both are viral infections of the liver which can lead to yellow jaundice, and both

Concern over rising cost of light aircraft fuel

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

THE general aviation (light aircraft) community in the U.K., including many companies, business organisations and individuals owning their own aircraft, is becoming increasingly concerned at the steeply rising cost of Avgas, the fuel used in light aircraft.

The General Aviation Manufacturers and Traders Association, representing aircraft owners and operators who collectively employ about 20,000 workers, say that Avgas prices are rising more steeply than those for ordinary motor fuel.

If this trend continues, the association says in a memorandum to the Commons Aviation Committee, all those trading in general aviation, including company and private owners, flying clubs, air-taxi operators and others, will face considerable problems.

The association says that Avgas retail prices reached £1.01 a gallon on December 21, compared with 84p for four-star motor fuel.

"We feel our customers should not be unfairly loaded in comparison with the motorist. The fuel prices during 1976,

Fiat X1/9 goes on sale

BY TERRY DODSWORTH

THE FIAT X1/9 sports car, rival to the Leyland range of small sports cars and like them, claimed to be the top-selling Italian car in its class, goes on sale in Britain this week.

The mid-engined vehicle, powered by a 1290-cc over-head-camshaft engine, will cost £2,997. Styled by the Italian design house Bertone, the X1/9 is the main U.S.

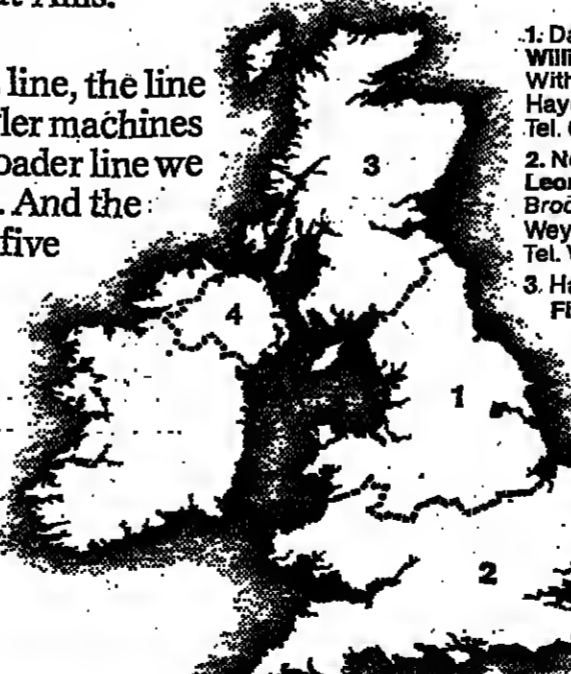
THESE MEN ARE WORKING TO REVEAL ONE OF BRITAIN'S LEADING CONSTRUCTION MACHINERY BUILDERS.



David Dunn and Jack Laurie are tackling the job for the North of England. Neal Davies is responsible for the South. Harry Fieldhouse is covering Northern Ireland and, from the first of the year, Scotland. These are four of the best men in the construction machinery business. And now they're four men with a mission: spreading the word about Fiat-Allis, one of the largest manufacturers of construction machinery in Britain.

The secrecy is over. Now we're expanding at Essendine. We're investing over a million pounds to increase capacity. And we're making our move to become an important, permanent part of the market at home. David Dunn, Jack Laurie, Neal Davies and Harry Fieldhouse are four key members of our completely new dealer network. From now on, they're going to eat, drink, talk, sell and service Fiat-Allis. And only Fiat-Allis.

The goal: 20% of the market. They're going to handle the entire Fiat-Allis line, the line that makes Fiat-Allis a leader in Europe. The crawler machines you probably already know. The complete wheel loader line we build at Essendine. The new hydraulic excavators. And the big dozers and scrapers that have earned Fiat-Allis five continents' worth of reputation. These men already know their goals for the next five years. Their definition of success is 20% of the domestic market. We're giving them everything possible to achieve that goal. Not just the machines, but all the parts and service back-up that you require. Which means that we're giving you every possible reason to listen to what your new Fiat-Allis team has to say.



- 1. David Dunn, Jack Laurie William R. Selwood, Ltd. Withens Road Haydock, Lancs Tel. 0942 712604
2. Neal Davies Leonard Lang, Ltd. Brookland Industrial Park Weybridge, Surrey Tel. Weybridge 54236/7
3. Harry Fieldhouse Fieldtrac (Scotland) Ltd. 180 Pitt Street Glasgow G2 Tel. 041 221 1665
4. Harry Fieldhouse G.H. Fieldhouse Plant (N.I.), Ltd. 880 Antrim Road Temple Patrick, N.I. Tel. 08494 32177

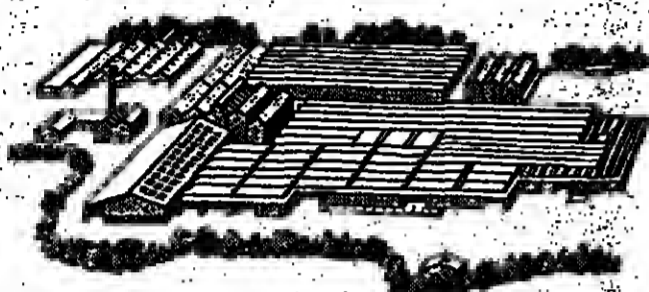


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# Who says that British Industry isn't investing in progress?



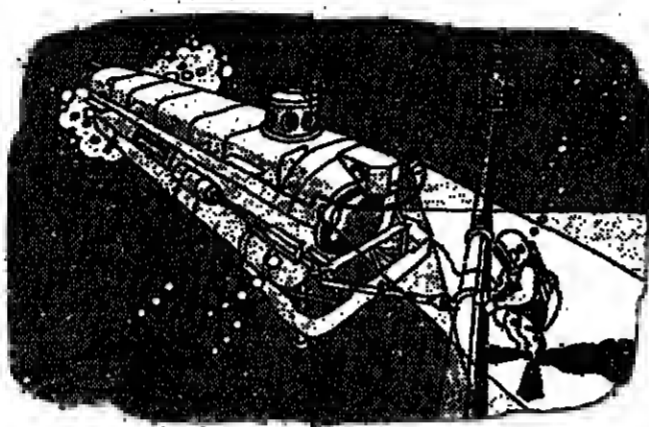
## £4 million expansion for Roneo Vickers

Last year Roneo Vickers sold office equipment worth over £90 million to over 100 countries. Now we are building a new £4 million factory for the Group at Romford to meet a growth in demand for stencil duplicators and supplies, postal franking machines and many other types of equipment. Investment in ideas and development has enabled us to design a push button automatic stencil cutter with the unique facility for producing offset masters. More versatile than any comparable machine, it enables people in offices to tackle more and more sophisticated printing jobs 'in house'.



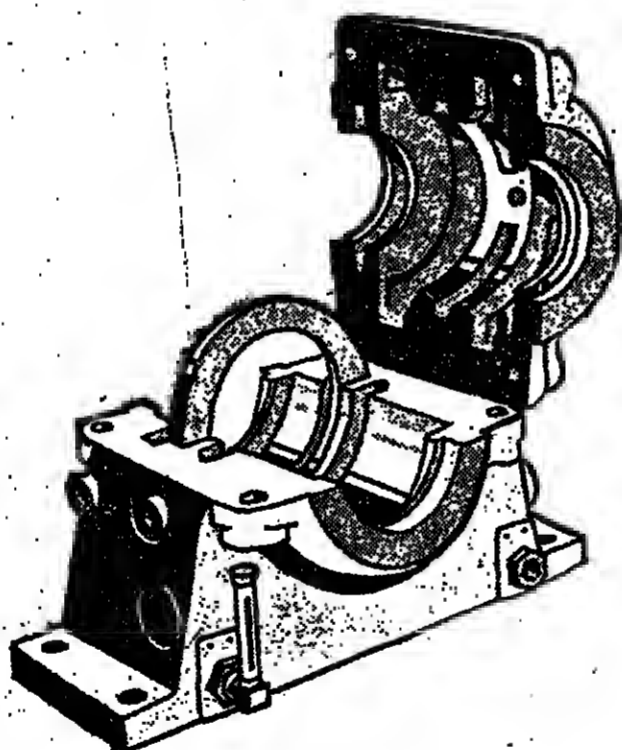
## Vickers develop world markets for medical equipment

The vital contribution that Vickers Medical Engineering makes in saving infant care and other medical fields, is healthy for exports too. From portable incubators for Colombia to advanced hyperbaric equipment for Russia, we are winning new markets throughout the world with our skill, resources and advanced technology.



## Vickers increase their lead in off-shore engineering.

Vickers are amongst the world leaders in submersibles and support craft for off-shore engineering. When conditions are tough, in what mariners term sea state six, for example, Vickers expertise really comes into its own. We are also deeply involved in developing further techniques, not only for off-shore oil but across a far wider spectrum.



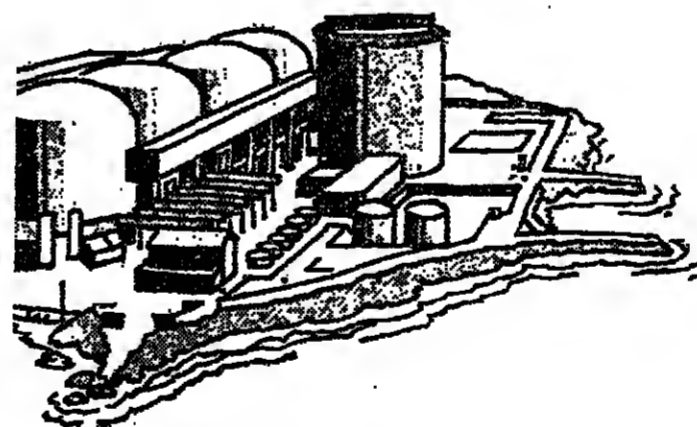
## Vickers launch £4½ million programme for Michell Bearings

White metal bearings continue to contribute to progress in many engineering fields. We are accelerating the rate of progress with a new £4½ million development programme at the Newcastle plant of Michell Bearings.



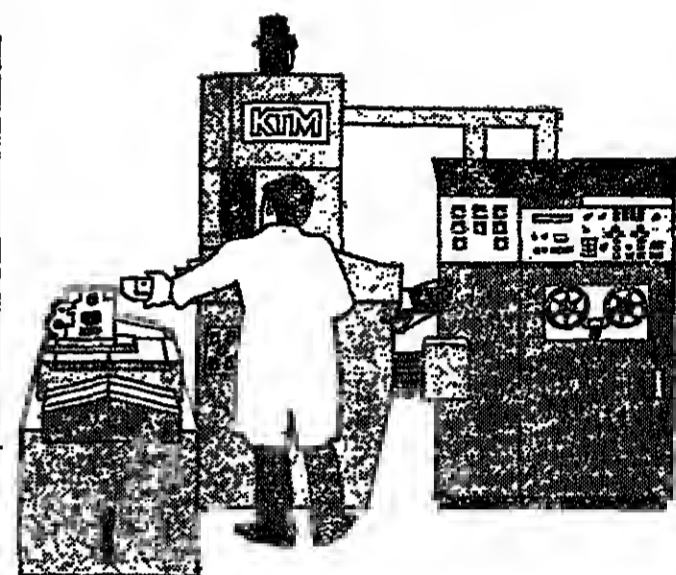
## Vickers extend a long-running success in printing

The Olympic Gold and Super Marathon printing plates from Howson-Algraphy were enormous advances in lithographic printing and they have won markets in over 90 countries. Now we are investing in still more technically advanced production equipment and research facilities at Leeds - ready for the next step forward.



## Vickers improve nuclear production facilities

Our leadership in producing loops and test rigs in the U.K. for nuclear research in many parts of the world is playing a vital part in nuclear development programmes. We have also expanded our nuclear production facilities overseas with another million square feet of factory floor space in Canada, producing large specialist components used in nuclear stations like the one illustrated here.



## Vickers put new power into automated machine tools

Making products to help other people make products has long been one of Vickers major engineering activities. Now we are expanding our interests in automated high-technology machine tools through our recent investment in Kearney and Trecker Marwin.



## Vickers expand their interest in the bottling industry

The supply of bottling plant for beer, soft drinks and milk is another field where potential demand continues to be high. We are carrying out advanced new projects in complete bottle handling and filling, and are investing in still more progress through our Vickers-Dawson Division.

 **VICKERS**  
Building on strength.

HOME NEWS

Inhospitable face of oil exploration

THE NORTH SEA oilmen agreed that it was one of the worst weekends of the winter. The foul conditions forced operators to make contingency arrangements in order to meet their drilling and production commitments.

RAY DAFTER, Energy Correspondent, visits the Piper and Claymore oil fields to find out what conditions are like during the winter storms.

that when he heard he was being posted to the North Sea he was scared to death. The accommodation unit for the Piper operations had oil men, in tight jeans and Texan boots, Mr. Dunn added: "It is regarded as a rough, dangerous place. I tell you, I didn't know whether to get on the chopper or not."

Wildt Mellor closes Leicester factory

BY OUR LEICESTER CORRESPONDENT WILDT MELLOR BROMLEY, part of Bentley Engineering Group and one of the companies which has made Leicester into one of the world's top knitting machinery manufacturing centres, is to close its Aylestone Road, Leicester, factory, with a loss of between 300 and 350 jobs.

Further job security is to be maintained. "Bentley is also in the final stages of closing down its Parker Drive Leicester plant and consolidating its sock-making machinery operations into the New Bridge Street factory."

Burton ex-director is paid £15,000

THE LOSS-MAKING Burton Group paid £15,000 compensation for loss of office to Mr. Peter Gorb, a former director who resigned from the Board in October, 1975. It is disclosed in the 1976 annual report published today.

Cement-makers seek fifth price rise since last January

CEMENT PRICES are to rise for the fifth time in a year. The Cement Makers' Federation has applied to the Price Commission for an increase of about 3 1/2 per cent, and further rises are expected in the spring.

Thirty more coal mines needed

THIRTY new mines producing about 150m. tons of coal a year would be needed in Government expansion plans for the coal industry to the end of the century, Mr. Alex Eadie, Under Secretary of State at the Energy Department, said yesterday.

National Savings fall by £48.8m.

NATIONAL SAVINGS suffered the normal pre-Christmas withdrawal of funds, last month with a net outflow of £48.8m. The amount of these withdrawals was borne by the Savings Bank.

This week in Parliament

Table listing parliamentary business for the week, including Commons and Lords sessions, and various bills and motions.

WAVE OF EUROPEAN INVESTMENT IN U.S. ROLLS ON 'Last bastion' of capitalism

THE WAVE of European investment in the U.S. regarded by many people as the last bastion of capitalism, shows no sign of slowing down. Racial, whose \$46m. bid for Milgo Electronic of Florida was announced on Friday, is the latest to take the plunge, though in this case the presence of a rival bidder makes the outcome uncertain.

Copperweld, however, there is no reason why a determined European bidder should not fight its way to victory. Most of Copperweld's top management, incidentally, have been kept on and relations with the U.S. corporation, thus Dalmier-Benz has signed a letter of intent to buy the Euclid earth-moving equipment business from White Motor.

the fashion for investment in the U.S. is certain to lead to errors. Most European firms have a healthy respect for their U.S. rivals, though and are aware of the risks involved in the market. They are likely to move carefully.

OVERSEAS TRADE FAIRS AND EXHIBITIONS

Table listing overseas trade fairs and exhibitions, including dates, titles, and venues.

BUSINESS AND MANAGEMENT CONFERENCES

Table listing business and management conferences, including dates, titles, and venues.

SOME RECENT INVESTMENTS IN THE U.S.

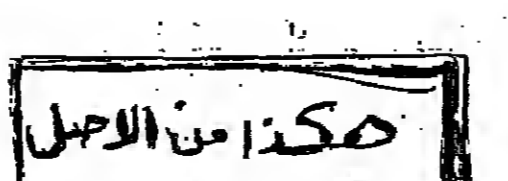
Table listing recent investments in the U.S., including company names, U.S. companies, % of equity, and price paid.

WEEK'S FINANCIAL DIARY

Table listing financial diary events, including board meetings, dividend payments, and company announcements.

YOUR BUSINESS AT RISK

Directors, company secretaries, insurance and safety managers from industrial and commercial firms with 100/2500 employees will need to attend this conference on Risk Management for the Smaller Company which will be held at the Cumberland Hotel, Marble Arch, London, on 9 March 1977.





NEC

ent-makers  
price rise  
last January

# When it comes to electronic components, NEC has to think small to think big.

The electronic component. NEC's concentration on this small wonder works in a big way. For example, it helps tell Viking what to do on the surface of Mars. That's thinking big.

Thinking small, our tiny microwave devices—low-noise receivers—could weigh no more than 0.2g each. We clocked in at 0.16g. Proven reliable on spaceprobe Pioneer 10, NEC's Viking components had no back-up system. They had to perform. They did.

Here's what else they do. You'll find them in cars, ships, trains, planes, computers, cameras, watches, calculators, telephones, TV and hi-fi sets. They're busy.

One of the top-ranking manufacturers of electronic components in the world, NEC employs over 60,000 people. In Japan. And around

the world. Making small and big miracles to help spread the world through telecommunications, radio systems, information processing and industrial systems and,

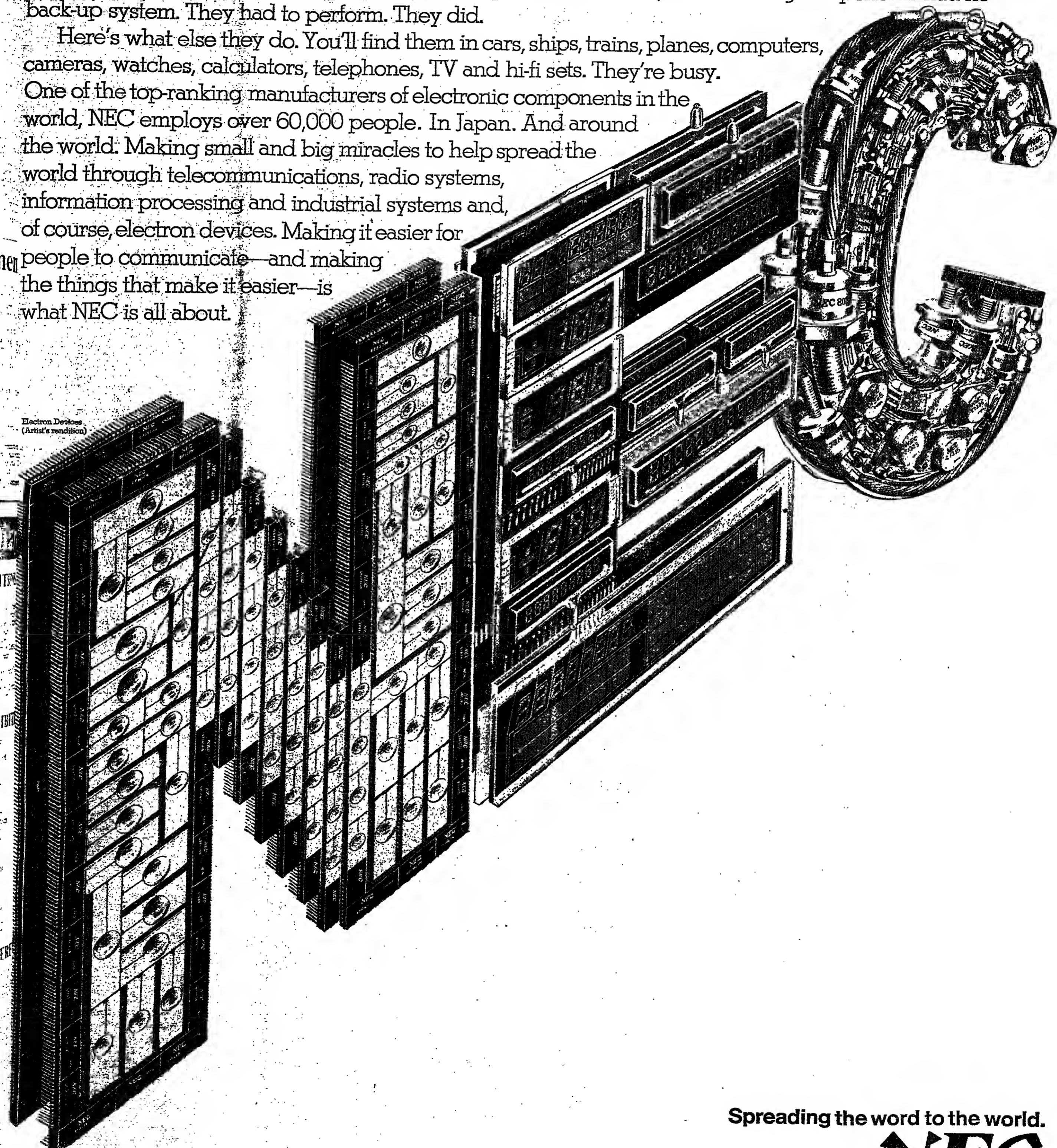
of course, electron devices. Making it easier for

people to communicate—and making the things that make it easier—is

what NEC is all about.

Parliament

Electron Devices  
(Artist's rendition)



Spreading the word to the world.

# NEC

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## LABOUR NEWS

# Leyland fringe benefits plan faces rejection

By Roy Rogers, Labour Correspondent

LEYLAND CARS' ambitious plans for improving and harmonising fringe benefits to pave the way for further rationalisation of its manual workers' pay structure are facing a major setback. This week, the company's 90,000 manual workers are due to consider a controversial package negotiated by management and a team of leading shop stewards. There seems little doubt that it will be rejected.

It is understood that workers at the huge Longbridge plant in Birmingham have come out narrowly against the plans while those at Triumph, Speke, Luton's Redford plant in Coventry and at three small factories in the Cowley, Oxford, complex have voted overwhelmingly against.

Other Leyland workers, including most of those at Cowley, will be voting over the next few days.

### Majority unlikely

Originally Leyland management wanted that workers at all U.K. plants would have to accept the proposals before they could be implemented. Now the company says that an overall majority among the 90,000 manual workers would be sufficient.

Such a majority, however, looks very unlikely. The proposed deal was negotiated by an ad hoc committee comprising senior management and about two dozen leading shop stewards from the top tier

of Leyland's worker participation machinery. Although they expected considerable shop floor opposition to the plan, the negotiators did not anticipate such a groundswell of reaction against the package. It offers common sick pay arrangements and greatly improved lay-off pay and holds out the prospect of additional pay increases for Leyland workers in November.

Some of the opposition is centred on the plan for a common November pay date which they see as a move towards Ford-style centralised pay bargaining. Most of it, however, is directed against the penalty clauses which are broadly similar to controversial proposals pioneered by Ford in 1969.

### Court action

Under Leyland's plans, individual workers stand to lose their entitlement to a whole quarter's lay-off benefit — 15 days at full basic pay — if they are laid off for more than 15 days. The plan is unconstitutional, industrial action which lasts for half a shift or totals eight hours in all.

Ford's 1969 attempt to "buy out" industrial strikes by disqualifying individual workers from lay-off benefit for six months if they were involved in industrial action in breach of the company's disputes procedure led to a month-long strike. High Court action and the resignation of several top union negotiators.

### Talks aim to raise output of 120,000 car workers

THE DATE has been fixed for the first stage of the agreed Government-Trade Union-Management initiative to raise productivity in the car industry. On February 11, Mr. Eric Varley, Industry Secretary, Mr. Jack Jones, of the Transport Workers' Union, and Mr. Hugh Scammon, of the Engineers, will hold discussions with senior management and workers representing the 120,000 employees of Leyland Cars. Other meetings will be arranged at Chrysler, Ford and Vauxhall.

### On the move

A TOTAL of 513,458 passengers landed or embarked at Felixstowe last year, the port's first full year of passenger business with both the Continent and Scandinavia.

vamping of Ford's union negotiating and paved the way for the Transport and General Workers' Union and the Amalgamated Union of Engineering Workers to dominate future negotiations. It had been these two unions which opposed the deal recommended by a majority of the union negotiators.

### Holiday bonus

Ford lost production worth some £40m, but did succeed in getting a watered-down version of its penalty scheme included in the eventual settlement.

The penalty clause, which reduced holiday bonus payments at plants where unofficial industrial action occurred, was eventually dropped as part of the 1974 pay agreement. There is an important difference between Ford's past efforts and Leyland's current one. Whereas the Ford deal was negotiated by full-time national union officials who were clearly out of touch with shop-floor feeling, the Leyland proposals have been negotiated and agreed by leading shop stewards — much to the disgust of full-time officials, who have had to remain on the sidelines.

These Leyland shop stewards will be meeting the management again possibly later this week, to analyse the results of the shop-floor meetings on the proposals. They will then have to decide whether the voting justifies implementation or re-negotiation or whether the plans should be abandoned entirely.

### Call for new health links

REGIONAL HEALTH authorities should be abolished and direct links forged between the Department of Health and area health authorities, a Civil Service union spokesman contends today. The Society of Civil and Public Servants, which represent health administrators, says in evidence to the Royal Commission on the National Health Service that the NHS structure is both inefficient and unmodern.

# New call for wage restraint

By Christian Tyler, Labour Staff

ANOTHER year of pay policy, combining a percentage wage rise with income tax cuts but with the addition of a "flexibility allowance" is called for today by the British Institute of Management.

The Institute's recipe for wage restraint after the end of July this year is contained in a letter from Sir Derek Ezra, its chairman, to Mr. Denis Healey, Chancellor of the Exchequer.

Sir Derek says the percentage ceiling should apply to bargaining units and "common interest groups", not, as now, to individuals. Flexibility should be included to allow companies to make some adjustments to pay relatives. There could be a "phased and controlled approach" to sorting out some of the anomalies caused by introduction of the £8 limit on August 1, 1975.

Special attention should also be given to allowing self-financing efficiency deals, provided the money was not paid until the productivity improvement had become visible.

Sir Derek, better known as the chairman of the National Coal Board, also suggests that the present exemption of well-established incremental salary scales (applying to many public sector white-collar workers) should be widened to permit discretionary merit payments as well.

He lays particular stress on the need to restore incentives for managers—those with technical and professional skills, and for those with responsibility. He asks for the Institute to be included in the consultations on income policy. These will be getting under way in earnest next Tuesday when the Chancellor and Treasury officials are due to meet leaders of the TUC.

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## ENTERTAINMENT GUIDE

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<p><b>COLISEUM</b>, 01-538 2173 ENGLISH NATIONAL OPERA Tonight &amp; Fri. 7.30. The Traviata 7.30. The Traviata</p> <p><b>COVENT GARDEN</b>, 240 1066 Change of cast. The Barber of Seville Tonight &amp; Fri. 7.30. The Barber of Seville 7.30. The Barber of Seville</p> <p><b>ROYAL OPERA HOUSE</b>, 753 8000 Tonight &amp; Fri. 7.30. The Barber of Seville 7.30. The Barber of Seville</p> <p><b>ROYAL SHAKESPEARE COMPANIES</b> Tonight &amp; Fri. 7.30. The Barber of Seville 7.30. The Barber of Seville</p>	<p><b>ELLE &amp; LUI</b>, 01-437 2681 Walker's Court, Brewer Street, W.1. Tonight &amp; Fri. 7.30. The Barber of Seville 7.30. The Barber of Seville</p> <p><b>FRANK PATTERSON</b> Tonight &amp; Fri. 7.30. The Barber of Seville 7.30. The Barber of Seville</p> <p><b>THE ROYAL HALL</b>, 753 8000 Tonight &amp; Fri. 7.30. The Barber of Seville 7.30. The Barber of Seville</p> <p><b>THE SHREVE</b>, 753 8000 Tonight &amp; Fri. 7.30. The Barber of Seville 7.30. The Barber of Seville</p>	<p><b>RAYMOND REVUEBAR</b>, 01-734 1593 At 7 p.m., 8 p.m., 11 p.m. (except Sat.) Tonight &amp; Fri. 7.30. The Barber of Seville 7.30. The Barber of Seville</p> <p><b>FULLY AIR-CONDITIONED</b>. You hear Ork and smokes in the Auditorium.</p> <p><b>RECENT</b>, 323 2107. Tonight &amp; Fri. 8.00. Tonight &amp; Fri. 8.00. Tonight &amp; Fri. 8.00.</p> <p><b>LET MY PEOPLE COME</b> Tonight &amp; Fri. 8.00. Tonight &amp; Fri. 8.00.</p>	<p><b>CINEMAS</b></p> <p><b>ARC 1 &amp; 2</b>, Shaftesbury Ave. 836 8881 Tonight &amp; Fri. 7.30. The Barber of Seville 7.30. The Barber of Seville</p> <p><b>CASINO</b>, 100 Tottenham Court Road, W.1 Tonight &amp; Fri. 7.30. The Barber of Seville 7.30. The Barber of Seville</p> <p><b>EMPIRE</b>, Leicester Sq. 437 1234. All seats Tonight &amp; Fri. 7.30. The Barber of Seville 7.30. The Barber of Seville</p>

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THE FINANCIAL TIMES

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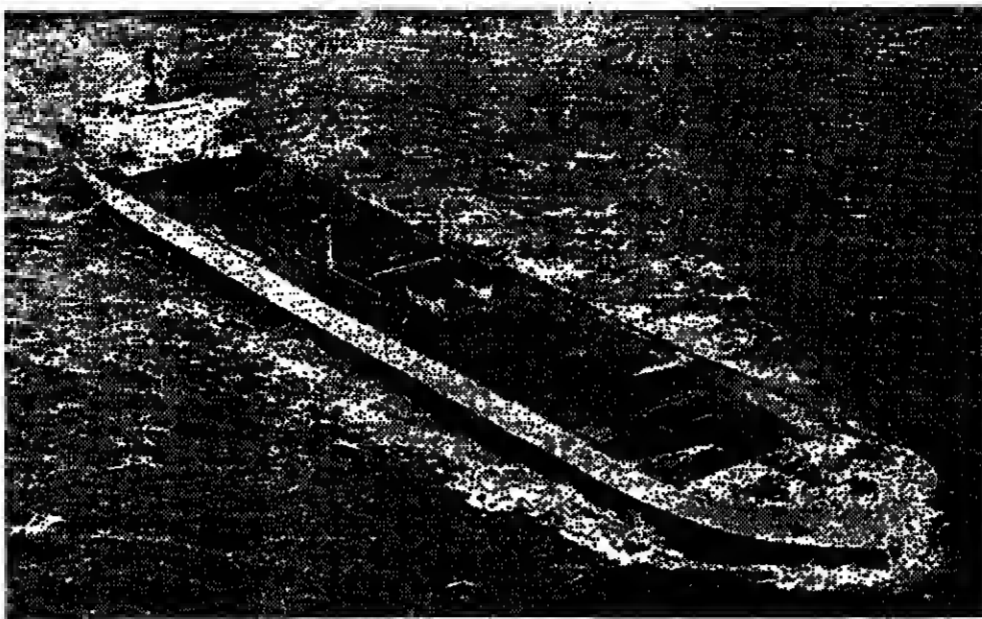
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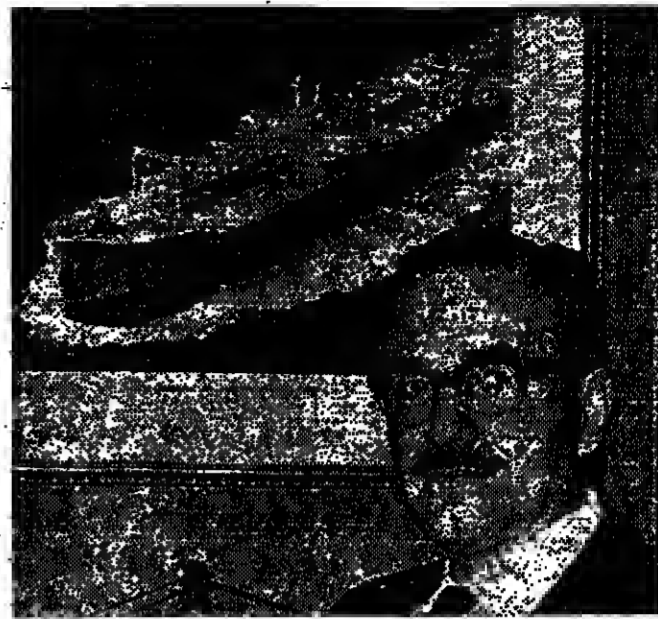
MONDAY, JANUARY 24, 1977

Strange bedfellows ponder the world tanker crisis

By JOHN WYLES, Shipping Correspondent



The Onassis group, owner of Olympic Brilliance (left), seems to have ridden out the crisis, but fellow Greek Mino Colocotronis (right) had difficulties in meeting \$300m. debts last year because of investing in supertankers.



The Onassis group, owner of Olympic Brilliance (left), seems to have ridden out the crisis, but fellow Greek Mino Colocotronis (right) had difficulties in meeting \$300m. debts last year because of investing in supertankers.

The right job for the NEB

TO JUDGE from last Friday's debate in the House of Commons, the National Enterprise Board in its present form finds the little favour either with the Left or the Labour Party or with the Conservatives.

At the same time, it should be noted, the Department of Industry is continuing to act in its own account under the Industry Act 1972, providing loans and in some cases equity finance for companies in trouble.

Someone has to look after these investments. That job is best handled by an agency which is separate from a Government department.

A Conservative Government will need to look at the whole apparatus of intervention which has been created as a result of the Industry Act of 1972 and the later legislation of 1975.

A crumbling alliance besieges Paris

FRANCE'S GOVERNING coalition of Gaullists and supporters is splitting the coalition. The President Valéry Giscard d'Estaing has never been a happy one.

Differences of electoral strategy were a key factor behind the resignation of M. Jacques Chirac from the Premiership last August.

There are those who believe that M. Chirac is actually hoping for the destruction of the centre and a left-wing victory next year, allowing him to run for the Presidency as a candidate of a regrouped opposition in 1981.

MORE than 50 top representatives of some of the world's leading independent tanker owners, banks, shipyards and oil companies will decide in London to-day whether to continue with a rare experiment in international industrial co-operation.

The IMF has also demonstrated conclusively that there are limits to the prospects for joint action and that these effectively preclude an effective attack on the problem by the tanker industry alone.

The facts are these. Mr. Peter Douglas, the European Shipping co-ordination manager of the Chase Manhattan Bank, reckons that about \$1.5bn. of tanker debt is currently in default and that governments are exposed to meeting the cost of at least half of this amount through supporting, insuring or guaranteeing shipbuilding credits.

Government guarantees have, of course, been called for in some of the spectacular casualties of the tanker crisis which have attracted public attention in the past two years.

MEN AND MATTERS

Grandson of Ostrer

Morgan Mason is bright but only in his early twenties, which makes him young to become a director of a company worth \$200m-worth of annual sales.

Until 1975, just over 50 per cent of the equity was in the hands of chairman Maurice Ostrer and his brother Isidore Ostrer, whose early financial careers had been bound up pre-war with Geumont British cinema company which passed eventually into the Rank fold.

In September 1975 Isidore Ostrer, always reckoned the one who took most of the illingworth decisions, died in England; and three months later to the day, Maurice Ostrer died at the Carlton Hotel, Cannes.

Now, another year on, her son has also joined the Board to help mind the business while his mother is away in America, where she enjoys a versatile career as a journalist and television personality, with property and mail order interests for good measure.



"It's nice to see the chart the right way up again."

Prime Minister's invitation, Sir John Clark is joining the review body. Clark, 50, is chairman and chief executive of Plessey and a gruff and severe critic of the current restraints on pay.

A rising son? Now this is what I call backing Britain. At the Sony television plant in Bridgend, Wales, there is a Japanese manager called Hiromitsu Kuroda.

Expansionary American know-how again. The latest monthly newsletter of the Holiday Inns organisation in the U.K. talks about the minimum standards set down by Memphis headquarters.

Advertisement for Gresham Trust, a private company. Text includes: 'How can a merchant bank help a private company?' and 'Do you need to increase your overdraft or should you look for an increase in capital?'.

Handwritten Arabic text at the bottom of the page: 'صكذامن الاجل'



COMPANY NEWS

CompAir aims for stronger attack on U.S. market

IN PLANNING towards its future, CompAir aims as a major priority, to broaden its product base in the U.S. and to raise domestic earnings in that country to a much higher level...

BOARD MEETINGS

The following companies have notified dates of Board meetings to the Stock Exchange. Such meetings are usually held for the purpose of considering dividend proposals...

FUTURE DATES

Amalgamated Duffell Products Jan. 28, British Fluoro Trust Jan. 27, South East England & Euro. Technical Jan. 27, Second Alliance Trust Feb. 4, Unilever Feb. 1.

achievement of the policy is central to CompAir's future and we have already made substantial progress. In the 33 weeks ended October 3, 1976, group turnover came to £111.95m. (£85.96m.) and profit was £9.55m. (£7.3m.), as reported December 16. The dividend is 3.207p (5.1p) net.



Mr. L. O. Rice, chairman of Burton Group.

Burton getting into shape

ALTHOUGH THE economic outlook cannot be regarded as encouraging, the achievements of the future will be much influenced by government policy, the Burton Group is improving its ability to make progress in adverse circumstances...

APPOINTMENTS

LCP Board changes

LCP HOLDINGS have strengthened the Board of the property division, LCP Properties, by appointing Mr. Stephen Morley as managing director and Mr. Alan Cartwright as director...

Martins off to good start

TOTAL SALES for the ten weeks to December 12 at Martin the Newsagent were 17 per cent higher than the same period last year and the group had a satisfactory Christmas...

four and modernised many others. Since October 4 one new site has been opened, 13 established stores have been purchased and four disposed of...

top performer. Martin's profits are 10 per cent higher on a sales advance of 26 per cent while NSS shows advances of 22 per cent and 33 per cent respectively.

Hambro Life record new business

Hambro Life Assurance announces record new business premium income and sums assured for 1976. The figures include the subsidiary, Hambro Provident Assurance...

BIDS AND DEALS

DELTEC AND LET BUY FAGS STAKE. Deltec Trust (part of the Bahamas-based Deltec banking group) and LET Investments have acquired in equal proportion...

Cattles (Holdings) at 34p. On January 18 bought 10,000 Cattles (Holdings) at 34p, bought 2,500 Cattles (Holdings) at 34p, and bought 10,000 Cattles (Holdings) at 34p.

located in a Toronto suburb and make microwave components and microcircuits. ULTRA ACQUIRES AYLING SUBSIDIARY. Ultra Electronics Holdings has paid £120,000 for Bribord Printed Circuits, the Frank H. Ayling subsidiary.

Land & House forecasts little change

Mr. Geoffrey Pollard, chairman of Land and House Property Corporation tells members in his annual statement that there is no significant variation in sterling or interest rates...

ASSOCIATE DEALS

Brewin Dolphin carried out the following transaction on behalf of associates: on January 17, 1977, bought 1,500 Cattles (Holdings) at 34p, and bought 8,000 Cattles (Holdings) at 34p, and bought 8,000 Cattles (Holdings) at 34p.

MICROWAVE ASSOCS.

Microwave Associates has purchased the assets of Decca Design Microwave and Decca Microwave subsidiary of Decca Canadian subsidiary of Decca of London. Both divisions are

ISSUE NEWS

J. Burrough OTC market

Dealings start to-day in the issued Ordinary capital of James Burrough on the over-the-counter market which is made by M. J. H. Nightingale. There are some 13,801,800 25p shares in issue...

GOODWIN SCRIP

G. Goodwin and Sons (Engineers) proposes a one-for-one scrip issue.

SIMCO MONEY FUNDS

Table with columns for Rates for deposits of £1,000 and upwards for w/e 23.1.77, and various fund names like 7-Day Fund, Moa, Tues, Wed, Thurs, Fri/Son, 3-Month Fund, Wed.

FFI TERM DEPOSITS

Deposits of £1,000-£25,000 accepted for fixed terms of 3-10 years. Interest paid gross half-yearly. Rates for deposits received no later than 23.1.77.

MARTIN the newsgent limited

Progress continues—profits exceed £2 million for first time

Mr. B. H. S. Martin, Chairman, reports another successful year in which the major features were:

- 10% increase in pre-tax profits to £2,147,000. Sales, excluding V.A.T., increased 26% to £56,362,000. Net increase of 18 stores during the year. Maximum permitted increase in dividend recommended. £2 million to be spent in current year, mostly on purchase of established stores.

To the holders of Bank Handlowy w Warzawie S.A. Redeemable Floating Rate Deposit Notes due 1982.

In accordance with provisions of the above Notes, American Express International Banking Corporation, as Fiscal Agent, has established the Rate of Interest on such Notes for the semi-annual period ending 13th July 1977 at 6% per cent.

Advertisement for Uddevallavarvet AB, featuring a logo and text: 'Uddevallavarvet AB (incorporated in Sweden with limited liability) Placing U.S. \$30,000,000 7 1/2 per cent. Guaranteed Notes 1983 unconditionally and irrevocably guaranteed by The Swedish National Debt Office on behalf of The Kingdom of Sweden'.

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change

INTELLIGENCE AND COMPANY NEWS

Scandinavian Bank raises profits to £6.5m

SCANDINAVIAN BANK, the London-based international group, increased its pre-tax profits from £4.9m to £6.5m in 1976. The bank's net profits rose from £3.9m to £5.1m.

Marine Midland improves

MARINE Midland Banks, Inc. has reported \$339m of consolidated income before securities transactions for the fourth quarter of 1976 and Federal Reserve approval of a cash dividend by its principal subsidiary, Marine Midland Bank.

Fresh terms offered to Venezuela

By Tony Hawkins AFTER Venezuela's rejection of the original loan terms submitted by a group of 18 banks for the planned \$1.2bn, 7-year Euroloan that Venezuela is seeking, the banks have now offered terms that are slightly more attractive to the borrower.

Pending dividends timetable

For the convenience of readers the dates when some of the more important company dividend statements may be expected in the next few weeks are given in the following table. The dates shown are those of last year's announcements, except where the forthcoming Board meetings (indicated thus) have been officially published. It should be emphasised that the dividends to be declared will not necessarily be at the amounts or rates per share shown in the column headed 'Announcement last year'.

Table with columns: Company Name, Announcement Date, Dividend Rate, Announcement Last Year. Includes companies like British and Dutch, Alcatel, Allied, etc.

Banks' aid conditions to New York criticised

BY STEWART FLEMING NEW YORK, Jan. 23. NEW YORK'S big commercial banks have been accused of attempting a "financial coup d'etat" by the Speaker of the State Assembly, Mr. Stanley Steingut, who was responding to the State's conditions for further aid to the city.

Capital increase sought by Bank Leumi

By L. Daniel TEL AVIV, Jan. 23. BANK LEUMI LE-ISRAEL, Israel's oldest and largest bank, intends to more than double its share capital from £1,750m to £3,250m by the issue of 1,250m new shares of £1 each.

More about Fred

On December 20 I was discussing here whether those on the uranium investment trail should back Fred. The gentleman in question was Denison Mines director Fred Jones, who also heads two Canadian uranium hopefuls, Canco Mines and Aggressive Mining.

Public Works Loan Board rates

Table showing Public Works Loan Board rates for various terms: 6 months, 1 year, 2 years, 3 years, 5 years, 10 years.

Money and Exchanges

Bank of England Minimum Lending Rate 13 1/2 per cent. (since January 21, 1977). Expectations of an acceleration in the decline of short-term interest rates and considerable interest in the issue of a long-dated tap stock were the major factors concerning the London money market last week.

was by way of seven-day loans to the discount houses and this was to indicate that the downward pressure on interest rates was not to go too far. Although no figure was put on the issue of Treasury bills, the Lending Rate, the standstill was generally interpreted as indicating that a cut of 1/2 per cent. would be resisted.

RECENT ISSUES

Table of recent issues: Equities, Fixed Interest Stocks, Rights Offers.

FOREIGN EXCHANGES

Table of foreign exchange rates for various currencies including Sterling, Interbank, Local, etc.

MINING NOTEBOOK

Inspiration mixes giant cocktail

By LOOESTAR NEVER IN my experience has the mining industry world-wide (although South Africa may be an honourable exception) ever run into such vociferous opposition from the environmentalists, or "econuts" as they are sometimes termed.

But the latest news comes from Aggressive which is rather less well known on this side of the Atlantic. The company's prime target is in the uranium rich district of Johan Bergras in Quebec where its prospect is bordered by areas being probed by the other hand seems by comparison to be tongue-tied in putting its case.

Prudent companies take out cover for book debts

By OUR INSURANCE CORRESPONDENT LISTENING AS I do each morning to the BBC Today news programme last week I heard of a small trader who had lost most of his stock by fire. He also had in or in one of the recent explosions and was, therefore, likely to be in financial difficulty.

accounting books and other records, resulting in the future of the policyholder to collect, either in part or entirety, debts due. To providing this kind of cover, insurers will usually require the policyholder at the outset to protect his records by installing fire-resisting cabinets or safes to an approved standard, and it is this rule that the records are housed therein not just when the premises are closed, but whenever the records are not in use.

Brokers' Bill at first stage

By OUR INSURANCE CORRESPONDENT A FURTHER STEP was taken on Friday towards the control and regulation of the U.K. Insurance Broking industry when the Insurance Brokers (Registration) Bill was published.

The Bill would make it a punishable offence for all people and corporate bodies not on the register to describe themselves as insurance brokers. The Council would be empowered to remove members from the register for failure to comply with the proposed standards and the Bill lists reasons for withdrawal and gives details of the Appeals procedure. The Council would consist of 12 members, including the chairman, nominated by the BIBC, four members, an accountant nominated by the Secretary of State, two trade and one nominated by the president of the Law Society.

Advertisement for International Income Fund (IIF) by Midland Bank Trust Company (Channel Islands) Limited. Includes details of the fund, administrative agent, and contact information.

Advertisement for EURO-CURRENCY INTEREST RATES and EXCHANGE CROSS-RATES. Includes tables for various currencies and interest rates.

Advertisement for Insurance Base Rates. Includes details of insurance coverage, rates, and contact information for insurance brokers.

OVERSEAS MARKETS

EUROBONDS

Difficult week for secondary market

THE COMBINATION of a Venezuelan bond issue scheduled to be launched next week and the terms are keenly awaited.

The news that France is borrowing again on a significant scale in the medium term syndicate market last week.

By midweek prices were showing falls of up to two points net of news from New York and a steeper decline in Eurodollar deposits encouraged some buyers back into the market at the lower levels and the market recouped anything from one-quarter to one-third of its falls late in the week.

The general weakness was confined to the dollar sector. Canadian issues too had a poor week, while Deutsche mark prices also drifted lower, with dealers saying that funds were being diverted from the Euro market.

In the last two years, France has been a major bond market borrower with loans of \$1.18bn in 1975 (when it was the largest country borrower) and of \$1.1bn last year when it was second only to Canada.

But French names have not performed impressively in recent secondary market trading and the rather dismal debutary market has built up the SNCF's market momentum in the underwritten situation. The fact tonight, it will come as no surprise to see a little holding note issue of \$500m was priced back over the next week or so at par on a minimum coupon of 6 1/2 per cent. It has a final maturity date of 20 years and is, in fact, the

BY TONY HAWKINS

first floater in this market by a non-bank borrower. Accordingly, it had been widely argued that the minimum coupon offered to be rather higher than 6 1/2 per cent, or possibly the notes priced at a discount. This was not

opened SNCF traded as low as 97 1/2-98 1/2 at one stage before closing at a shade better at 98-98 1/2.

It is difficult to conceive of a more unpromising backdrop to the Credit Lyonnais floater—on a 6 per cent minimum coupon over 6 years—announced on Thursday. Although the 5 per cent interest rate compares favourably with the Banque Nationale de Paris 5 1/2 per cent minimum (and this issue was twice increased to size from \$40m originally to \$70m), the fact remains that Credit Lyonnais is seeking \$800m, also the largest standing at 98 1/2 yielding 6 per cent. This is more than an investor is likely to get from buying Credit Lyonnais at par and is still further justification for those arguing that, other than in exceptional circumstances, it makes more sense to buy in the secondary market than new issues just at the moment.

The two-tranche bill issue was heavily traded last week closing at 98 1/2/99 after being priced at 99 1/2. The fact that

there was virtually no turnover and no market in the paper implies that the bulk of the issue is with the managers—UBS (Securities)—or has been placed with its clients.

Canadians had a difficult week and the Credit Foncier 5 1/2 per cent, opening at 97 1/2/98 but closed slightly higher. Clearly, the issue had not been so firmly placed. The two-tranche Royal Bank of Canada issues, which enjoyed sufficient support for the coupons to be cut by 1 per cent in each case, were trading well below issue price at the week-end, when they were quoted at 98 1/2/99 after being priced at par.

One reason for the relative weakness of the Canadians was that the yield gap between Canadian and U.S. dollar-denominated Eurobonds had narrowed with the retreat of U.S. names, thereby making some Canadian paper look valueless. Provided there are something of a pause in new offerings and as long as New York can offer a stronger lead, secondary market prices should be steadier this week, but given the uncertainties in respect of interest rate movements and the economic policies of President Carter, it would be rash to predict a resumption of the bull trend.

TEL AVIV STOCK EXCHANGE

Table of stock prices for Tel Aviv Stock Exchange with columns for Company, Price, Change, and Date.

JOHANNESBURG

Table of stock prices for Johannesburg Stock Exchange with columns for Company, Price, Change, and Date.

AUSTRALIA

Table of stock prices for Australia with columns for Company, Price, Change, and Date.

AUSTRALIAN WEEKLY LIST

Table of weekly stock price changes for Australia with columns for Company, Jan 21, Jan 14, and Jan 7.

HONG KONG

Table of stock prices for Hong Kong with columns for Company, Price, and Date.

SINGAPORE STOCKS

Table of stock prices for Singapore with columns for Company, Price, and Date.

HONG KONG BANK deal with State Invest. House

THE BOARDS of State Investment House, and Wardley, a 100 per cent owned merchant banking subsidiary of The Hongkong Bank Corporation, announce an agreement for Wardley to subscribe for an issue of new shares sufficient to give Wardley 0.25 per cent interest in the enlarged capital of State Investment House.

The investment by The Hongkong Bank Group is not only an indication of their confidence in the management of State Investment House but also their faith in the prospects for the Philippines economy.

INDEXES

Table of various stock indices including NY Dow Jones, N.Y.S.E. All Common, Montreal, Toronto Composite, and others.

INDICES

Table of various stock indices including New York, London, and other regional indices.

OVERSEAS SHARE INFORMATION

Large table of overseas share information for New York, listing various companies and their stock prices.

GERMANY

Table of stock prices for Germany with columns for Company, Price, and Date.

PARIS

Table of stock prices for Paris with columns for Company, Price, and Date.

AMSTERDAM

Table of stock prices for Amsterdam with columns for Company, Price, and Date.

CORAL INDEX

Table of Coral Index values for various regions and dates.

TOKYO

Table of stock prices for Tokyo with columns for Company, Price, and Date.

OSLO

Table of stock prices for Oslo with columns for Company, Price, and Date.

MILAN

Table of stock prices for Milan with columns for Company, Price, and Date.

BRUSSELS/LUXEMBOURG

Table of stock prices for Brussels/Luxembourg with columns for Company, Price, and Date.

VIENNA

Table of stock prices for Vienna with columns for Company, Price, and Date.

SWITZERLAND

Table of stock prices for Switzerland with columns for Company, Price, and Date.

STOCKHOLM

Table of stock prices for Stockholm with columns for Company, Price, and Date.

SPAIN

Table of stock prices for Spain with columns for Company, Price, and Date.

COPENHAGEN

Table of stock prices for Copenhagen with columns for Company, Price, and Date.

NOTES

NOTES: Overseas prices shown below 1 Yen 100 unless otherwise stated. Unless div. % shown, all shares split. Div. % after withholding tax.

AUTHORISED UNIT TRUSTS

Table of authorised unit trusts, including categories like Discretionary Unit Fund Managers, Equity & Law Unit Tr. Mgrs., and various individual fund listings with their respective managers and performance data.

INSURANCE, PROPERTY, BONDS

Table of insurance, property, and bond offerings, including sections for Regional Markets, Financial Times Stock Indices, and various insurance and investment products.

BASE LENDING RATES

Table of base lending rates for various banks and financial institutions, including A.B.N. Bank, Allied Irish Bank, and others.

OFFSHORE AND OVERSEAS FUNDS

Table of offshore and overseas funds, including listings for G.T. Management, King & Shaxson, and other international investment vehicles.

NOTES

Notes section containing various financial news items, market commentary, and information regarding company announcements and regulatory updates.



# FINANCIAL TIMES SURVEY

Monday January 24 1977

# Energy for Industry

With a wealth of evidence that future energy supplies will be increasingly expensive, conservation is assuming a major role in future energy planning. Industry is already reacting to the challenge, and following its Save It campaign, the Government is working on plans for an Energy Commission.

IN THE space of a few years oil companies raised U.K. energy prices no less than four times, largely to reflect the falling value of the pound against the dollar. Each time they found it impossible to pass on the full extent of the authorised increase to industrial customers because the demand was not there.

Figures just published by the Institute of Petroleum show that in the period January to September inland consumption of fuel oil was 9.5 per cent. down on even the depressed levels of the corresponding period of 1975.

Another set of statistics—the Department of Energy's latest Energy Trends—reveals that the price of heavy fuel oil delivered to large industrial consumers in the third quarter of last year was less than 15 per cent. higher than the third quarter of 1976. On the other hand, the price of coal rose by 22.1 per cent. in the same period, and gas prices increased by 53.7 per cent. on average with some customers on long contracts facing a rise of over 100 per cent. on the previous contract prices.

## Tariffs

British Gas last raised its tariff charges in October when the increase averaged about 12 per cent. It was stated then that there should be no need for a further increase for at least 12 months. However, this promise was shattered by the Chancellor in his recent Budget speech. As a result of

public spending cuts and a reduction in borrowing requirements British Gas may be forced to raise tariff prices by about 10 per cent. in April. This should not be directly affected for up to now the Gas Corporation has managed to stave

off demands, made by some of the competing energy interests, that there should be a general "tax on gas" to promote conservation and to make the prices of various fuels more evenly matched.

The industrial users of coal who faced a 15 per cent. price rise in April last year will certainly find prices going up again this year although by how much is still unclear. The rise will largely depend on the calculated cost of the miners' early retirement scheme. An increase of 15 per cent. has been mentioned in the Press but this figure must be speculative pending an announcement from the Coal Board.

Dr. John Cunningham, Parliamentary Under-Secretary of State for Energy, in a special message for this report, pointed out that overall consumers were paying some £1.5m. an hour for energy. "The need to optimise its efficient use must be clear to all."

As Minister responsible for energy conservation Dr. Cunningham emphasised the importance of prudent fuel use. "Maximum economic efficiency in the way we use energy pays immediate dividends for all energy users — at work and in the home. In industry and commerce particularly, energy efficiency sharpens the competitive edge. And until we are self-sufficient in oil supplies, energy saving will help to ease the burden of the oil bill."

Energy efficiency would contribute greatly to slowing off the day when North Sea oil and gas ran out. "And when they have, energy efficiency will still be playing an important role in meeting our energy needs. Because in the 21st century, energy conservation will be no mere option, but an essential ingredient of energy supply."

Each of the major energy industries has taken positive steps to advise on conservation measures. They have also done much themselves to be more energy-efficient.

For instance, the National Coal Board—currently Britain's biggest producer of primary energy—has set itself the task of reducing its energy consumption by 10 per cent. in two years. In 1975-76, the first year of the programme, it achieved a saving of 6.2 per cent.; a financial saving of about £2m, according to the latest Coal and Energy Quarterly published last week.

By March the Government will have spent over £6m. on its "Save-It" campaign. Some of the new advertisements are aimed directly at industrialists showing how capital costs can generally be recovered. In energy savings alone, within two years, West Midlands tube-makers, TI Acles and Fallock are highlighted because they invested £7,000 in a gadget called a heat optimiser and saved £12,000 worth of fuel in the first year.

On a bigger scale Vauxhall managed to reduce overall energy costs by no less than £500,000 through various measures. This year the group is investing £130,000 in a computerised central control designed partly to check energy usage throughout their Dunstable plant.

How effective the Save It Campaign has been in itself is extremely difficult, and probably impossible, to quantify. But clearly higher fuel costs and the growing awareness about the need for energy efficiency have resulted in tangible savings, probably more than the 2 per cent. quoted by the Government last year.

A report on energy markets in 1990, published earlier this month by Cambridge Information and Research Services, sees

no reason why, over the decade in 1983, savings of 15 per cent. should not be achieved by industry. Indeed the report goes on to state: "We believe that our projection of 15 per cent. conservation by 1985 is a conservative estimate and that with increasing costs of fuel in real terms in the 1980s the amount of conservation in 1990 could be greater."

This sizeable conservation factor is one reason why Cambridge Information believes that Britain's energy self-sufficiency, which should be reached in 1979 or 1980, should last well into the 1990s. A prophecy that counters recent claims that it will be a relatively short time before the country returns to being a net importer of fuel.

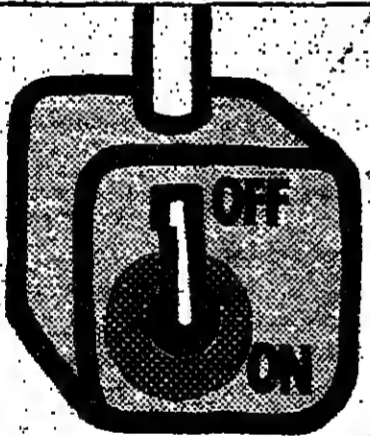
Cambridge Research believes that given an extremely low rate of domestic energy use over the next 15 years or so and given the large reserves of home-produced coal, gas and oil, Britain should be able to export large volumes of energy well beyond 1990.

These are some of the problems likely to be tackled by the Government's proposed (and much needed) Energy Commission. Clearly this is no time for complacency. North Sea oil and gas, backed by vast coal resources, have provided the country's economic planners with a breathing space. Britain is moving into a uniquely favoured position among industrialised countries on the energy front; but it will not last for ever. Future generations would never forgive Government, managements or trade unions if they squandered this opportunity of injecting new economic and industrial life into Britain.

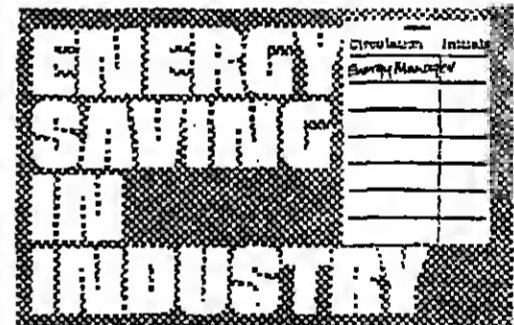
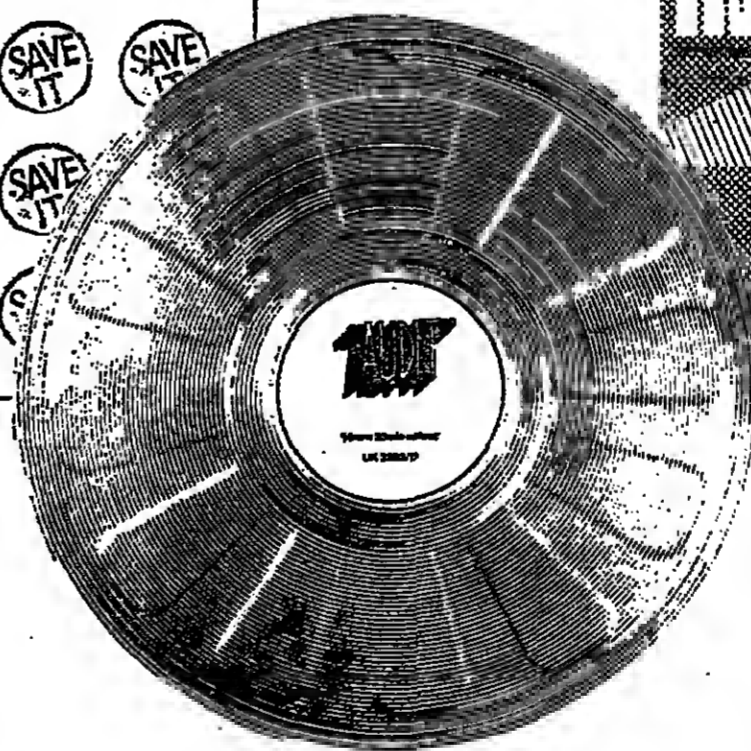
## Plenty—at a price

by Ray Dafter, Energy Correspondent

# 20 WAYS TO HELP YOU 'SAVE IT'



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Our 16-page checklist entitled 'Energy Saving in Industry'.

Two stickers reminding staff to 'Save It'.

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Send for samples and order forms (for the leaflets and posters ONLY) to:

Information Division (Room 1678), Department of Energy, Thames House South, Millbank, London SW1P 4QJ.

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Central Film Library, Government Building, Bromyard Avenue, Acton, London W3 7JB.

16mm prints or video cassettes of the 30-minute films are available. Please quote the ref. no(s). of the film(s) you want.

'ENERGY IN INDUSTRY' UK 3267/D 'AUDIT' UK 2382/D (Or you can buy the films for £91 each, the cassettes for £45 each, plus VAT.)

**DEPARTMENT OF ENERGY**

ENERGY FOR INDUSTRY II

A concerted policy

LAST SUMMER the Government published its reply to a highly critical report 10 months earlier from a Parliamentary select committee on its energy conservation programme.

trammelled by the presence of "vested interests". In the shape of Government officials (although it can co-opt them for advice). It has already generated a series of "energy papers" which are beginning to influence ministerial thinking.

departments of Energy and Industry. Most ambitious is the Department of Industry's energy audit scheme, where particular sectors of industry are being studied by an expert committee with, to quote the White Paper on energy conservation, "a view to determining the best current practices that could with advantage be more widely adopted and the research and development opportunities for securing further improvements in industrial energy use."

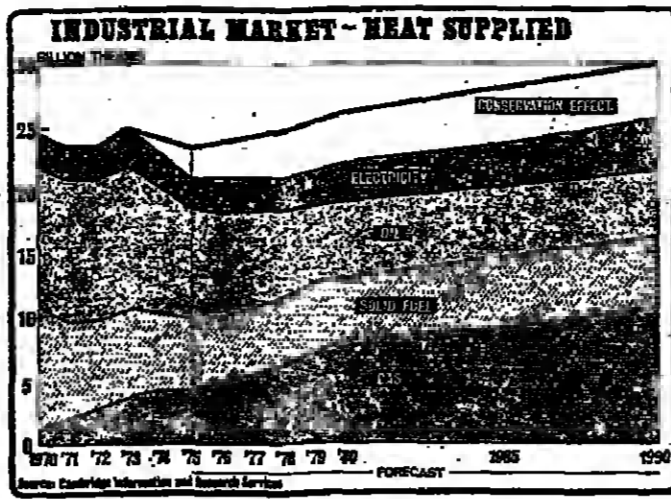
about industrial practice relating to energy. This is all being fed back into the Save It advertising campaign. For those companies which co-operate—about one in five of those approached—the scheme can provide useful ad hoc advice on measures that can save money immediately.

Whitehall sets an example

"PRACTICE WHAT YOU PREACH" might easily be the motto of the Property Services Agency as it pursues what is possibly the Government's largest single energy conservation programme in the country.

For the PSA, which is responsible for management of the entire Government estate, both civil and military, has more opportunities than most other organisations to demonstrate to industry, commerce and the general public the real cost-saving potential of a concerted and well-co-ordinated energy saving programme.

programme aimed at ensuring that its gas and electricity supplies are provided under the most beneficial tariffs available. The Agency's departments have found that there are so many different pricing arrangements under which they can pay for the energy consumed, depending on such variables as time and volume, that it has now computerised its nationwide energy requirements in another attempt to ensure the most efficient consumption pattern.



The Government has also sustained its Save It campaign promoting the virtues of energy conservation. The primary target of the Save It campaign of national advertising has, it is true, been the domestic sector, which has accounted for over £5m. of the £6m. allocated so far.

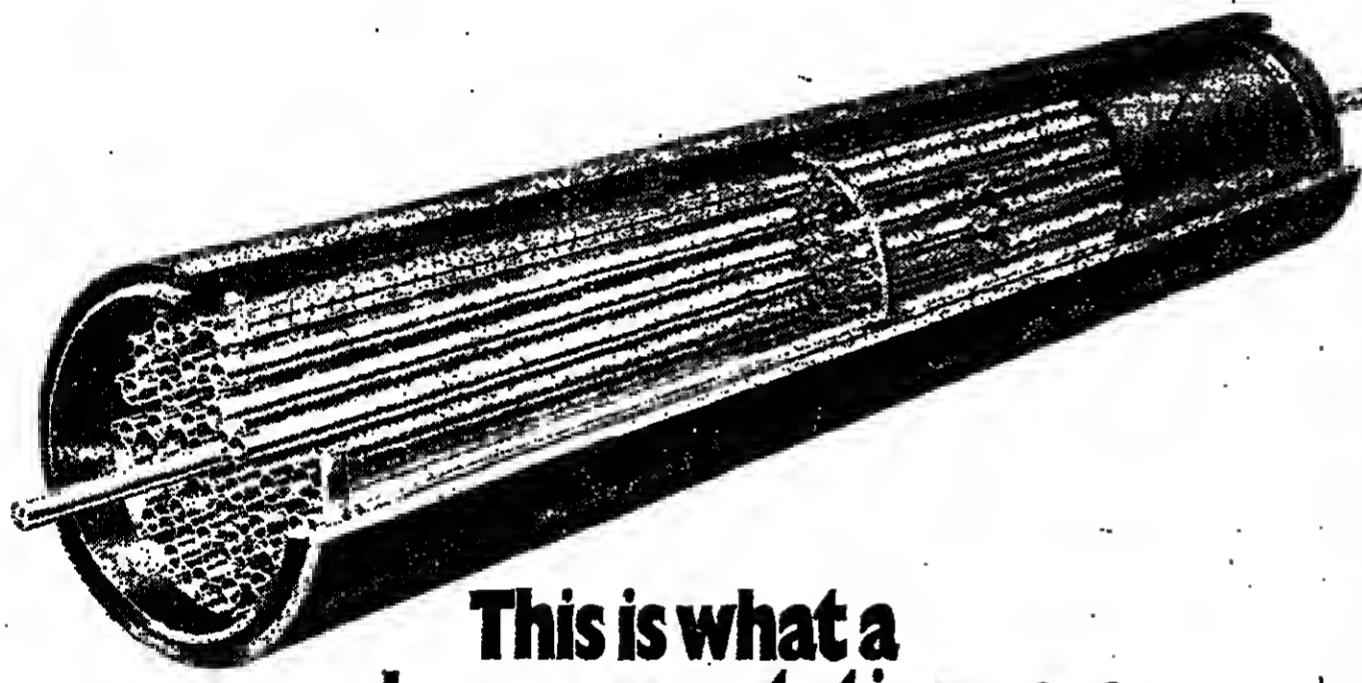
Needs The energy department is arguing for a long-term commitment to the campaign, on the basis that this is the way to get greatest value for money, both in terms of preferential advertising rates and by allowing it time to work with manufacturers of energy-saving measures to ensure that demand cannot outstrip supply.

Two important messages emerging from the energy audit scheme are, first, that technology already available, if more widely used, could make an important impact on industry's consumption of energy; and second, that there are major gaps which promise to yield to research and development projects.

Anonymity Lest companies should be worried that the Government will use information gleaned on the shop floor to a manufacturer's disadvantage, should it be profligate in its energy usage, the Department of Industry promises both anonymity for the information provided, and also a sight of the final report before it is fed into the computer.

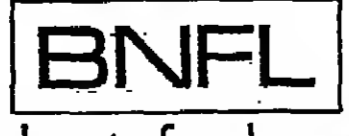
worked out in detail at the planning stage of its future plans. On the face of it, the Government (for a quite modest investment in energy conservation) has already achieved impressive savings. Department of Energy statisticians speak of savings of 2 per cent in energy demand—worth £150m. a year at current prices—and stress that this is a conservative estimate.

Achievement Perhaps one of the PSA's greatest single achievements to date has been the development, in conjunction with Honeywell, of an optimum start control system, now being used in Government buildings in every part of the country.



This is what a nuclear power station uses for fuel. Our job is to make it.

British Nuclear Fuels Limited (BNFL) manufactures the fuel used in nuclear power stations operating in this country and overseas. The fuel assembly shown above is being used in five British nuclear power stations based on the Advanced Gas-cooled Reactor (AGR). One such assembly, 3'6" long, can remain in a reactor for about four or five years producing energy equivalent to 3,000 tons of coal.



at the heart of nuclear power

The Save It campaign

TWO years ago the Department of Energy was busy inquiring of companies up and down the land: "Who's responsible for wasting energy in your firm?"

Industrialists are urged to follow the example of a Somerset printing firm, Mardon Flexible Packaging. A heat regenerator wheel installed to recover heat from contaminated hot air from the ink-drying process reduced fuel costs by 43 per cent.

Industrial energy consumption were already energy conscious before the OPEC increases were implemented. A major objection raised by companies to investment in energy saving measures has been that any cost savings achieved were negated by the strictures of the Price Code, which ruled out the carrying forward of improved profits derived from savings on fuel.

Frustration Despite the Government's obvious commitment to the cause of energy conservation there is still some frustration felt in the Department of Energy at the piecemeal way in which their campaign must be conducted. A Ministerial committee has been formed to co-ordinate functions relating to energy among several Departments, but the kind of long-term measures that could provide savings on a grand scale, such as those that might be derived from higher building standards, are clearly beyond the scope either of the Department of Energy's campaign or the committee's remit.

# Since you started planning that new plant there's been a change in the fuel situation. There's a New Gas Era coming in.

This year's plans for your industrial and business expansion should take account of an important new factor.

In the autumn big new gas supplies will come ashore from the North Sea. When fully operational there will be nearly 40% more gas than we're getting now.

It will give a big new boost to our balance of payments, and increase the efficient use of our national energy resources. Good news for Britain and British companies for many years to come.

Perhaps in the past you haven't been able to plan ahead with Gas because we haven't been able to let you have as much as you needed.

The New Gas Era starts this autumn. You can build now knowing that the convenience, economy and cleanness of Gas, and the opportunity it provides for increasing productivity and plant efficiency, will be there for your new plant.

But the time to start planning for it is now. Start by sending off the coupon below. The Technical Sales Staff of your British Gas Region will then get in touch with you. They'll be able to determine your accessibility to a gas supply, help you plan your future needs, and tell you about our Technical Consultancy Service.

Think of Gas before the first brick is laid. When you start, Britain's Gas will be there to help you fulfil your plans.


The British Gas Technical Consultancy Service helps you get the maximum value from every therm of gas used, by advising on the most efficient application by industry and commerce.



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Please ask the Technical Sales Staff of my Gas Region to get in touch about the New Gas Era.

Name \_\_\_\_\_  
 Company \_\_\_\_\_  
 Position in company \_\_\_\_\_  
 Address \_\_\_\_\_  
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 Tel. No. \_\_\_\_\_

321  **BRITISH GAS**

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impair

# ENERGY FOR INDUSTRY IV

The following four articles discuss the main fuel industries and the position each holds in the nation's energy supply pattern.

## The producers

In product prices in the next couple of months. This should reflect the OPEC's decisions. It is too early to be precise about the likely rise, however. In the past Britain, like the rest of Europe, has been heavily dependent on crude oil imported from the 11 countries that decided on a 10 per cent. increase in January. Latest published statistics show that the 10 months to November 1, 1976, saw a 22 per cent. increase in the cost of oil imported from Saudi Arabia and Abu Dhabi, the two OPEC "doves" that agreed to restrict the increase to 5 per cent.

Consequently oil consumers can be assured of U.K. crude production lasting well into the 1990s and perhaps — given good fortune and reasonable Government legislation — into the next millennium. It is a happy prospect, particularly after the uncertainties created by the Middle East embargoes and big price increases in 1973 and 1974.

Not that the uncertainties are over. The future level of oil and product prices is far from clear, especially since the Organisation of Petroleum Exporting Countries' decision to impose a two-tier increase on January 1.

As it was, domestic pricing was in a muddle. During 1976 the oil industry adjusted their price levels for refined products on no less than four occasions. The last time was in December when fuel oil and gas oil went up by between 1.8p and 2.5p a gallon.

The main reason for last year's price adjustments was the impact on costs of the falling value of the pound against the dollar. After all, OPEC had held stable its basic crude oil prices for over 15 months. On the face of it oil users — be they petrol buyers or industrial customers — can expect another increase

as at present—upon the NCB financing big coal stocks on the ground. Under the current system the NCB is prepared to put coal into power station stockyards without charging the power authority until the coal is used.

The NCB is not looking for big coal exports in the future to act as a buffer for temporary production surpluses. But it is very interested in developing new uses for coal and more widespread use by manufacturing industry of what is now a very competitively-priced fuel readily available anywhere in the country.

Beyond the limited ten-year span of Plan for Coal the Government, the miners, and the NCB are now actively promoting what is being called Plan 2000. It is designed to give Britain a total coal output of 150m. tons of deep-mined coal plus 20m. tons of open-cast coal by the end of the century. It will cost about £400m. a year (at present day prices) from 1985 to 2000. In short, the total contemplated spending on British coal mining to rejuvenate the industry, raise output, and replace many pits (more than half of them are now more than 80 years old) will be in the order of £10bn. without allowing very much for inflation between 1975 and 2000.

The mining force has been stabilised. New pits are being opened and old ones revived. The National Coal Board is making a successful effort at exploring Britain for new coalfields. It is the first such programme in more than half a century and already it has delineated two major coalfields as big as the best in Europe—Selby and Vale of Belvoir—and has identified many more deposits which may or may not be commercial propositions.

The NCB has already committed itself to more than half the capital projects needed to fulfil Plan for Coal with its expanded output from both deep-mining and open-cast mining. By the mid-1980s it is reasonable to expect that total British coal production will be raised from 125m. tons to the order of 150m. tons.

The market for coal is certain to fluctuate during that expansion programme causing temporary surpluses. That need not be a serious handicap as long as the Government is prepared to look sympathetically—

price increases over the next three years put oil prices clear of the costs of competing fuels, although the gap narrowed and there is overlap at the margin.

Given the rising prices of fuels and the security of oil supplies, it seems certain that oil products will remain an important and growing source of energy for industry both as a fuel for power and transport and as a chemical feedstock. On a best supply basis oil already accounts for 40 per cent. of industrial energy. The electrical generating sector, chemical companies, steel makers, paper makers and oil refiners themselves have a particular healthy thirst for the gas, oils and fuel oils.

North Sea oil can only help Britain's energy supply picture although the rapid development of the state-controlled British National Oil Corporation causing some concern among the oil majors. In the next few years BIOC executives will be learning the trade from companies like Shell, Esso and BP. By the early or mid 1980s the Corporation may be trying to move "downstream" — marketers of refined products. Present intentions are unclear — must depend on the political climate at that time. With or without BIOC, the presence of the oil market in business looks like remaining extremely competitive, but must be good news for consumers. On the other hand it is clear that oil, like other fuels, will never again be cheap. The price for prudience and conservation cannot be ignored, as it has been in the past.

Comparative prices realised in new and renewed medium-size contracts were £43.4 per ton for heavy fuel oil—up 34.3 per cent.—and £70.6 a ton for gas oil, a 32.9 per cent. rise.

But it is not only the economic recession that has dulled the demand for refined products. Oil companies have met understandable resistance from budget-conscious customers. There has been a tendency for industrial and commercial customers to look for energy conservation and, if possible, to switch fuels. Of course, the big increase in crude oil prices in 1973-74 was largely responsible in itself for the recent economic recession.

The Department of Energy, in a paper on U.K. energy supply and demand presented to the National Energy Conference in June, commented: "Oil

Ray Dal

The coal industry is expanding and making serious decisions now about its future role—it is also conscious of the need for fuel economy.

Recently Mr. L. J. Mills, the NCB board member for mining, disclosed that total consumption by the coal industry of all forms on energy is equivalent to about 5m. tons of coal a year compared with the total production of approaching 125m. tons. The board is very conscious of the need to keep power usage down in order to maintain a good "energy in energy out" ratio.

At present the NCB is striving to reduce the industry's energy consumption by 5 per cent. a year. The first result has been to actually exceed that target by a 6.2 per cent. improvement of electricity usage including a reduction of about

10 per cent. in coal consumption and more than 4 per cent. in use of liquid fuels. Those figures were partially offset by 1 per cent. growth in electricity consumption as more modernisation has been introduced into mining.

The coal industry looks to be having further scope for conservation. But its main role will be to exploit coal deposits as efficiently as possible in the light of the minimum amount of equipment and manpower. Mining in the past was often wasteful and haphazard business. Technology is now making it possible to work coal seams the last August. And in the century there is likely to be an alluring prospect of work in coal seams up to 50 feet deep which have been proved far out under the North Sea. How it can be done no one is sure. But the energy is locked up and waiting for technology to provide the key.

Roy Ho

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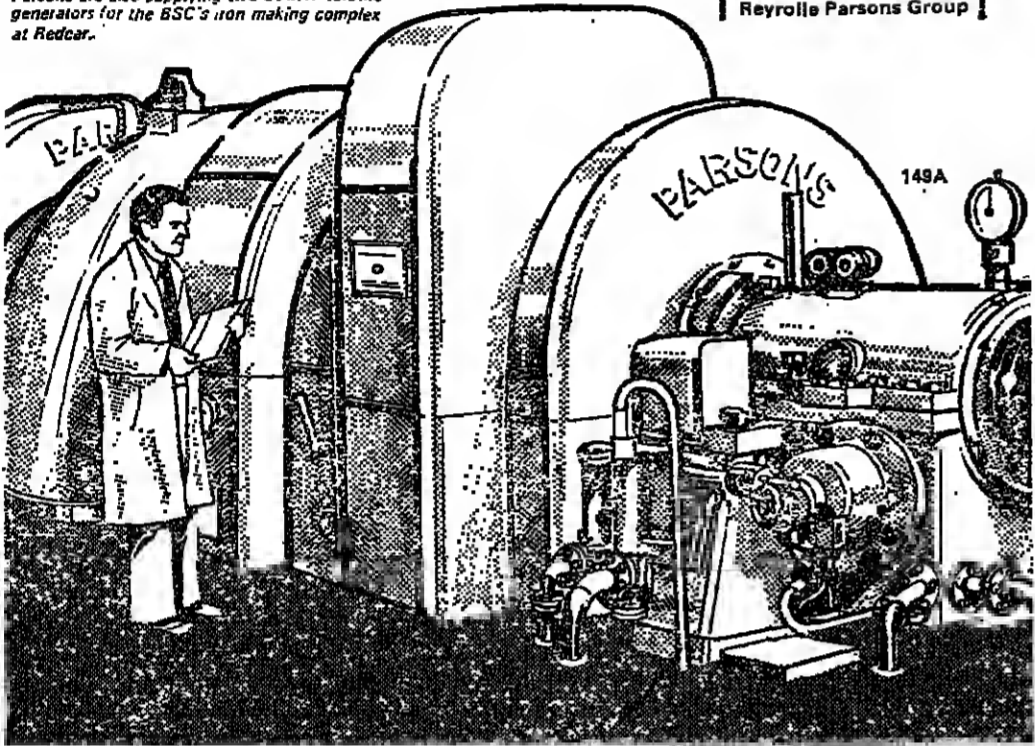
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One of two Parsons 15MW turbine-generators at British Steel Corporation's Cleveland works. Parsons are also supplying two 306MW turbine-generators for the BSC's iron making complex at Redcar.



## COAL

THE ROLE of North Sea oil in the progression of the British economy is well understood. It will give a tremendous boost for a limited period. But British coal resources must be considered in a quite different time scale. Our oil may last 20 years; even 50 years.

Inland British coal reserves are so extensive that coal usage could be raised by at least 50 per cent. with no danger of a coal shortage for at least 300 years to come; on conservative estimates that is.

Only since the four-fold increase in oil prices in 1973 has the true value of coal to Britain's future energy needs been acknowledged. Before that dramatic moment oil had consistently undercut coal for many years. The British coal industry was thoroughly demoralised, and ageing mines were being run down, while the miners' ranks had dwindled from 750,000 to less than a third of that figure over the post-war period.

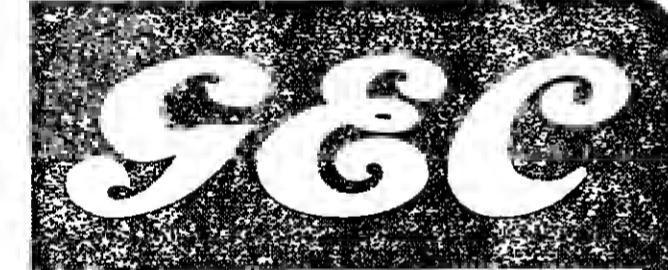
### Crisis

The result of the oil crisis was a new deal for coal. The ten-year Plan for Coal designed to revitalise British mining was hurriedly devised without serious political challenge and is now well under way. It will cost more than £3bn., which is more than twice the first estimates. But there is little opposition to it. The coal industry is once again in an expansionist mood.

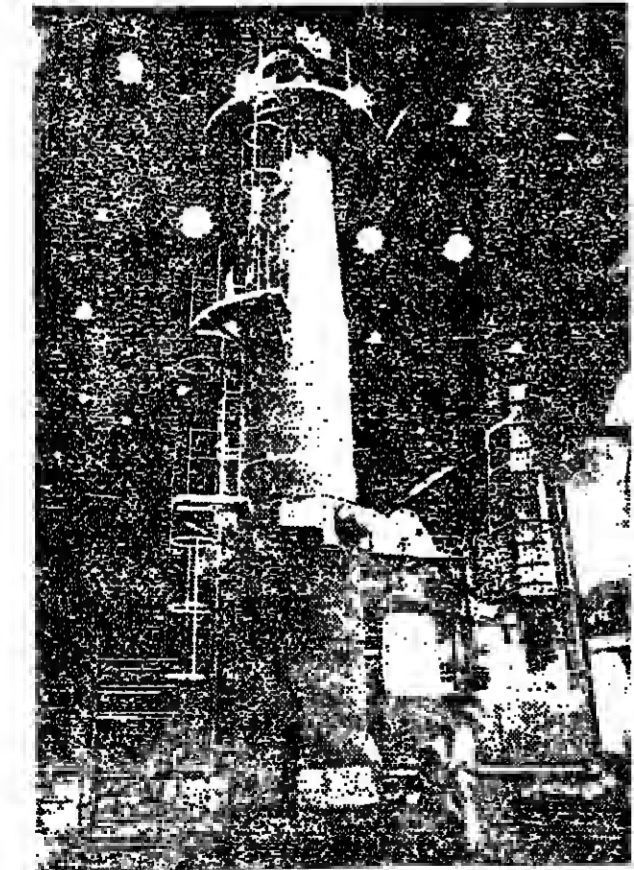
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# ENERGY FOR INDUSTRY V

## ELECTRICITY GENERATED

Year	By station plant			Overseas	Electricity supplied	Total available
	Total	Nuclear	Other			
1976	258.99	23.66	229.89	15.43	240.27	244.76
1974	250.47	23.40	215.70	15.07	232.40	236.68
1975	251.28	26.52	219.89	18.02	233.24	237.26
Per cent change						
	+0.3	-9.8	+1.8	-0.3	+0.4	+0.2
1975 Jan-Oct	290.75	21.23	175.40	14.57	186.18	189.37
1976 Jan-Oct	291.99	26.05	171.34	15.24	185.15	189.12
Per cent change						
	+0.3	+22.7	-2.3	+4.6	-0.0	-0.1
1976 Aug	13.51	1.53	11.67	1.09	12.42	12.70
Sept	20.01	2.20	17.61	1.40	18.45	18.80
Oct	19.20	2.11	16.58	1.40	17.80	18.11
Total						
	52.72	5.89	45.53	4.05	48.67	49.61
1976 Aug	14.10	2.45	11.43	1.21	12.89	13.14
Sept	20.58	2.21	17.02	1.66	18.92	19.24
Oct	19.01	2.63	16.04	1.45	17.56	17.83
Total						
	53.69	8.29	44.49	4.32	49.37	50.21
Per cent change						
	+1.5	+22.4	-2.5	+6.7	+1.4	+1.2

## GAS

THE BRITISH Gas Corporation has started to negotiate new contracts for industrial and commercial supplies, a sign that the gas industry is about to embark on the next stage of its development.

After nearly three years of low key expansion the gas industry is making a determined foray into the U.K. fuel markets on the strength of assured new supplies from the Anglo-Norwegian Frigg Field and Shell/Essso's Brent Field in the U.K. sector of the North Sea.

Thanks to the good weather last summer the operators of the Frigg Field were able to speed up development work (originally delayed by various problems) and it now looks likely that supplies should start flowing in October. When output reaches its peak of about 1.5bn. cubic feet a day it will be increasing the British gas industry's supplies by nearly a third on recent levels. With the gas from the Brent Field also due on stream in the next couple of years British Gas will be able to take its total sales from their present annual level of 13.5bn. therms to about 18bn. therms in 1980.

On this basis it is possible to see the gas industry contribut-

On the other hand, an 800-mile pipeline as envisaged could deliver 1bn. to 1.5bn. cubic feet a day of natural gas as well as 6m. to 9m. tonnes annually of heavy gases suitable for the petrochemical industry. What is important is that this gas could be collected from fields which individually have comparatively small gas reservoirs. Without a gathering system this gas might well be wasted—re-injected into the field or, worse still, flared into the atmosphere.

These, then, are the supply prospects: major new gas fields coming on stream; fields still to be declared commercial (such as the promising gas find in the Irish Sea); the gathering system and the prospect of substitute natural gas, using gasification processes in which Britain leads the world. They add up to security of supply for the next two decades at least, an important factor for companies planning industrial developments.

## Target

In spite of the relatively low growth rate for gas sales to industry in the past couple of years, the Corporation has still fared better than the "target" set out in the 1967 White Paper on Fuel Policy. In 1966—just three years after the discovery by British Petroleum of the West Sole Field—the gas industry sold 935m. therms to industrial customers and 574m. therms to commercial users.

The White Paper boldly predicted 1975 sales of 3.8bn. therms to industry and 1bn. therms to the commercial sector.

Gas Review. Gas, he says, cent; heavy fuel oil had gone up 31.4 per cent; gas oil prices were up 18.9 per cent; and electricity prices had risen by 57.7 per cent. At present there is no reason to doubt that the gas industry's prices will remain competitive; newly knighted Sir Denis Rooke, chairman of British Gas, has said that, barring Government interference, future price increases would be kept below the general rate of inflation.

On the other hand, gas will never again be cheap. It is unlikely that gas prices will substantially fall out of line with the cost of other fuels—as they have done on occasions in the past. The development of fields like Frigg and Brent will see to that. For whereas oil companies producing gas from fields in the Southern Basin of the North Sea are getting around 2p a therm for their supplies (much to their chagrin) the operators of the Frigg Field have secured a price—at current values—three to four times that amount. What is more, built-in escalation clauses are linked to the rising price of other fuels.

## Pressure

So far the Government has resisted the pressure for a gas tax although in the last Budget it did instruct the Corporation to raise prices to reduce public borrowing liabilities. This increase, probably in April, will hit tariff rather than contract customers, however.

Not that contract customers are being let off lightly. Industrial users of gas, negotiating new contracts, are facing—in some cases—increases of over 100 per cent on their previous contracts. These increases are reflected in the latest Department of Energy statistics which show that in the past two years the price of gas delivered to large industrial consumers has risen on average by no less than 124.7 per cent. The provisional average price for the third quarter of 1976 was 6.5p per therm. Over the same period, the average price of coal had risen by 85.7 per cent.

Ray Dafter

## POWER

THE CENTRAL Policy Review Unit, the Cabinet's personal think tank, publishes very few of its reports, so the electrical industry should be pleased that its recent report on the future of the U.K. power plant market was published in the past month. It sets out starkly and in major detail the threat of a major British industry, needed both for domestic requirements and for its generous contribution to the balance of payments, wasting away through the failure of Government and its principal domestic customer to understand its problems.

The Think Tank concluded that the industry was "under grave threat," and that unless help came swiftly it would "undergo a severe contraction," with the loss of 30,000 jobs over the next two or three years. As a result the export potential of the £200m-a-year turbo-generator side of the industry would be severely impaired. The boiler-makers (another £200m-a-year) would probably be unable to fulfil even domestic requirements, and all future nuclear plants would have to be imported.

The industry, as defined by the Think Tank, comprises four main suppliers—GEC, Turbine Generators and C. A. Parsons or turbo-generators, and Babcock and Wilcox Power and Process Engineering Group and Clarke Chapman Power Engineering Group for boilers. All our main parts of major companies, amounting to less than 0.5 per cent of turnover in the case of GEC to about 40 per cent for Parsons. The industry is heavily concentrated in the North-East and Strathclyde.

Central to the industry's immediate problems is the very slow growth in U.K. electricity demand. Where only three years ago the Central Electricity Generating Board was predicting that so large and sustained were the forecasts for growth that it would have no option but to order a foreign design of power plant that could be built quickly in Britain, the outlook today is totally different. Capacity already installed or under construction suggests a 35 per cent surplus by 1980—beyond the 20 per cent margin for contingencies. The industry has received no new domestic power station orders since 1973 and none is likely before 1978-79. Such a lull, for projects normally bedeviled to be completed in five or six years, must imply desperate shortage of work at all of the earlier stages of construction, unless export contracts are redressing the balance.

## Accessible

The Think Tank spells out what and where the overseas market accessible to Britain lies. It also points out bluntly that this market is predominantly nuclear, and moreover for types of reactor—light water reactors—which Britain has no licence to build at home. Any attempt to foist upon this market British designs of reactors seems doomed to be a disastrous failure.

Put at its simplest, the choice for Government appears to lie between abandoning the power plant manufacturing industry and re-aligning it to meet the requirements of its main market prospects. The Think Tank strongly advised against abandoning the industry, both because it foresees a big domestic demand for new generating capacity again in the 1980s, and because it is precisely the kind of high-skilled, high-added-value engineering the Government says Britain should be engaged in, with a good record already in overseas earnings.

## Potential

In fact they are not. Many of the potential overseas markets are experiencing the surplus of generating capacity as Britain. The major international suppliers such as Boveri, Kraftwerk Union, Creusot-Loire and the Japanese groups are competing for what business there is. What is more, as the CPRS states clearly, the British industry simply is not set up to compete advantageously for the sale of contract overseas. The "turnkey" contract, which for a nuclear power plant involves the design, construction and commissioning of a single purpose nuclear installation, is not the kind of business the industry is set up to do. The Think Tank proposed a number of measures—some short-term and some longer-term—that could help to alleviate the industry's agonies, from which the Government could choose. One in particular has been seized upon enthusiastically as a quick-acting palliative involving little or no cost. This is a repeat of the 100MW coal-fired station at Ax, with the major plant contracts going to Parsons and Clarke-Chapman. It would work quickly to some of the more hardpressed sectors of the industry and moreover would help to pacify the miners, once more showing signs of restlessness.

But a decision in favour of Ax B would do nothing in the longer-term interests of the power plant industry, which are really concerned with creating an industry capable of taking nuclear plant competi-

David Fishlock



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INDUSTRIALS - Continued

Table of industrial stocks including companies like Anglo-Siam Corp, Anglo-Siam Petroleum, Anglo-Siam Shipping, etc.

INSURANCE

Table of insurance companies and their stock prices, including Anglo-Siam Insurance, Anglo-Siam Marine, etc.

PROPERTY - Continued

Table of property-related stocks and companies, including Anglo-Siam Property, Anglo-Siam Real Estate, etc.

TRUSTS - Continued

Table of trust-related stocks and companies, including Anglo-Siam Trust, Anglo-Siam Investment, etc.

TRUSTS - Continued

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MINES - Continued

Table of mining stocks including Anglo-Siam Mining, Anglo-Siam Gold, etc.

FINANCE

Table of financial institutions and their stock prices, including Anglo-Siam Finance, Anglo-Siam Bank, etc.

DIAMOND AND PLATINUM

Table of diamond and platinum stocks, including Anglo-Siam Diamond, Anglo-Siam Platinum, etc.

AUSTRALIAN

Table of Australian stocks, including Anglo-Siam Australia, Anglo-Siam Resources, etc.

OVERSEAS TRADERS

Table of overseas trading companies and their stock prices, including Anglo-Siam Overseas, Anglo-Siam Trade, etc.

RUBBERS AND SISALS

Table of rubber and sisal stocks, including Anglo-Siam Rubber, Anglo-Siam Sisal, etc.

NOTES

These otherwise indicated, prices and net dividends are in pence and denominated in pence. Estimated price movements are shown in brackets. Prices are quoted on the basis of a share of 100 pence unless otherwise stated.

TEAS

Table of tea stocks, including Anglo-Siam Tea, Anglo-Siam Coffee, etc.

AFRICA

Table of African stocks, including Anglo-Siam Africa, Anglo-Siam East Africa, etc.

MINES

Table of mining stocks, including Anglo-Siam Mining, Anglo-Siam Gold, etc.

CENTRAL BAND

Table of central band stocks, including Anglo-Siam Central, Anglo-Siam East, etc.

EASTERN BAND

Table of eastern band stocks, including Anglo-Siam East, Anglo-Siam South, etc.

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